

**Manas Srivastav**

**Mobile: 8736854046, 7007319244**

**Email: [manas31july@gmail.com](mailto:manas31july@gmail.com)**

### **Objective**

To leverage my extensive experience and expertise in business development to drive strategic growth initiatives, foster key partnerships, and optimize revenue streams for a dynamic organization.

### **SKILLS:**

#### **Core Skills**

Sales Expertise | SaaS (Software as a Service) | API integrations | Product Knowledge | Relationship Building | Team Collaboration | Strategic Thinking | CRM Software | Negotiation Skills | Problem-Solving | Market Research | Data Visualization | Critical Thinking | Agile Methodology | Presentation |

#### **Technical Skills**

Software Testing | API Testing | Database Testing | Performance Testing | Test Case Design | Debugging | Automobile Engineer | Inspection of Automobile Parts | AutoCAD | Creo Parametric | MS Office |

### **EXPERIENCE**

#### **Radius Synergies**

**AUG-2023 to Present**

##### **Senior Technical Business Development Executive**

- Demonstrated ability to sell complex technical solutions to clients, leveraging deep understanding of technology and its applications.
- Proven track record of identifying new business opportunities, building strategic partnerships, and driving revenue growth.
- Exceptional interpersonal and communication skills with the ability to build and maintain strong relationships with clients, partners, and internal stakeholders.
- Excellent presentation and public speaking skills, with the ability to deliver compelling pitches, product demonstrations, and proposals to diverse audiences.

#### **OLX AUTOS**

**AUG-2021 to AUG-2023**

##### **Retail Associate**

- Conducted thorough market research to identify potential customers and understand their needs and preferences.
- Demonstrated vehicles to customers, highlighting features, benefits, and value propositions.
- Conducted test drives and assisted customers in making informed purchase decisions.
- Collaborated with the finance department to secure financing for customers and ensure a smooth transaction process.

### **EDUCATION**

- B.Tech Mechanical Engineering from JSS Academy of Technical Education, Noida ,2021
- Diploma Mechanical AutoCAD Engineering from Little Flower Polytechnic, Gorakhpur, 2017

### **CERTIFICATES**

- Advance Certification Program in Software Testing from EDUBridge in 2023
- Internship and summer training on AutoCAD 2D&3D.

### **INTERESTS**

Travelling | Music | Environmentalist | Cricket