Pooja Agarwal

Business Development Manager

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SUMMARY

Business development professional with 3 years selling IT staffing and project services to mid-size companies. Brought in 22 new client logos and grew 4 accounts into retainers. Comfortable with the long, relationship-led sale.

EXPERIENCE

Business Development Executive - Talentbridge Services Nov 2023 - Present

Pune

- Added 22 new client logos over 2 years against an annual target of 8.
- Grew 4 transactional clients into monthly retainers worth a combined Rs 11 lakh a month.
- Generate my own pipeline: 30-40 targeted LinkedIn approaches and 15-20 calls a week, no inbound support.
- Negotiated and closed contracts ranging from Rs 1.5 lakh to Rs 28 lakh in annual value.
- Recovered a major account that had issued a termination notice, by rebuilding the delivery-review cadence with the client's HR head; the account is still active.

Business Development Associate - Talentbridge Services Sep 2022 - Oct 2023

Pune

- Researched and built the target account list for 2 verticals - roughly 400 companies.
- Booked 60+ first meetings for senior BD colleagues.

SKILLS

BD outbound prospecting, LinkedIn social selling, first-meeting conversion, contract negotiation, account recovery

Domain IT staffing, project-based services, MSA and SOW basics

Tools Zoho CRM, LinkedIn Sales Navigator, Excel

EDUCATION

MBA (Marketing & HR) - Symbiosis, Pune, 2022

BBA - Savitribai Phule Pune University, 2020

SPECIMEN — ResumeHub. A fictional composite written to show this template finished. Copy the structure and the shape of the sentences, never the facts. The editable .docx sits beside this file.