Arjun Desai

Business Development Manager

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Summary

Business development manager with five years in B2B facilities software sales. Develops mid-market opportunities through discovery, partner referrals and coordinated product demonstrations. Maintains clear qualification criteria and works with implementation colleagues on realistic customer commitments.

Experience

Aug 2023 - Present

Business Development Manager, Example Juniper Business Systems

Mumbai, India

- Owned new-business opportunities across a defined mid-market territory, closing 14 contracts worth INR 62 lakh in first-year contract value during FY2025-26.
- Introduced a qualification checklist for the sales team, reducing proposals sent without a confirmed decision process from 18 to 6 per quarter.
- Developed referral relationships with six implementation partners and sourced five closed contracts through that channel in one year.
- Coordinated commercial handovers with implementation leads so signed scope, customer dependencies and planned start dates were recorded together.

Aug 2021 - Jul 2023

Business Development Executive, Example Juniper Business Systems

Mumbai, India

- Researched prospective accounts and prepared discovery notes for account leads.
- Qualified inbound enquiries against agreed criteria and maintained next-step records in the CRM.

Education

BBA in Marketing 2018 - 2021

Example Lakeside Institute

Skills

Sales process: Discovery calls, Opportunity qualification, Proposal development, Commercial handover

Commercial tools: CRM pipeline management, Sales forecasting inputs, Partner development, Territory research

Fictional sample from ResumeGuru. Names, employers and achievements are illustrative.
www.resumeguru.ai/resume-samples/business-development-manager-resume