ARSHIYA RUBAB

BUSINESS DEVELOPMENT MANAGER

WORK EXPERIENCE

Business Development Manager / Think & Learn Pvt Ltd (Byju's)
Aug 2023 - Present

- Tripled sales through employee training & market monitoring.
- Led 16 multilingual BDAs to consistent revenue.
- Recurrent top incentive holder.
- Identified lucrative opportunities for revenue growth.
- Prospected clients via phone, email & in-person.
- Built rapport with key decision-makers.
- Drove new business with strategic marketing.
- Analyzed data for profit projections.
- Orchestrated product promotions with Marketing team efficiently.

Team Lead – Sales Ops / Think & Learn Pvt Ltd (Byju's)
Apr 2022 – Aug 2023

- Drove new revenue in Maharashtra, AP, UP, Bihar, & Goa.
- Built key client relationships for growth and retention.
- Led multilingual team of 5 to consistent revenue.
- Exceeded sales goals with low RCN (0.92), highest revenue.
- Maintained 2.5L WRPS consistently, recognized Pan-India.

Business Development Associate / Think & Learn Pvt Ltd (Byju's)
Sep 2021 – Apr 2022

- PAN India's top weekly revenue achiever.
- Expanded revenue, built relationships with new clients.
- Surpassed targets in Karnataka, Goa, Maharashtra, AP, Kashmir, Delhi, Pondicherry.
- Established business pipeline, enhanced omnichannel experience.
- Managed 50+ customers weekly with strong prioritization.

Business Development Associate / METRO SOLUTIONS
May 2020 – Aug 2021

Facilitated team communication, crafted reports for smooth operations. Excel for reporting, Word for documents. Contributed to continuous improvement, addressed customer concerns promptly.

EDUCATION

Bachelor of Computer Science and Engineering
2016 - 2021

HMS Institute of Technology,
Tumakuru

REFERENCES AVAILABLE ON REQUEST

PROFILE

Results-driven Business Development Manager with a proven track record of exceeding revenue targets and fostering client relationships. Skilled in team leadership, communication, and problem-solving. Excel in generating suggestions for continuous improvement. Flexible and adaptable to meet business needs.

Full Name: Arshiya Rubab

Address: Marathahalli, Bengaluru

Phone Number: +91-7892030857

Email: hello@arshiya.me

Web Site: arshiya.me

PROFESSIONAL SKILLS

- Team Management
- Sales Strategy
- Co-ordination
- Training
- CRM
- Lead Generation
- Attrition Control
- Churn Management

SOFTWARES

LeadSquared
Salesforce
Apollo.io
ZoomInfo
Pipedrive
Gong

LANGUAGES

English
Kannada
Hindi