



ADYASHA PRIYADARSINI

Senior Privileged Manager

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Summary

Business Development Manager Goal-oriented customer service representative with 7 years of experience. Demonstrated ability to work independently and collaboratively within a team. Proven track record of exceeding sales goals in competitive environments. Skilled in quickly identifying customer needs and matching them with the best solutions to close deals. Experienced in the BFSI sector, real estate, and the last 5 years in a digital ad sales company focused on AI products. Key responsibilities included managing HNI clients, driving business growth, and ensuring revenue targets are met. Proficient in tools such as LMS, Salesforce, Square beat, and Lusah. Strong team management skills in both office and remote settings. Expertise in lead management, lead qualification, service quality, and client satisfaction. Additionally, I have tele-sales experience in the US, UAE, and Australia.

Experience

Nuvama Group	Delhi
Senior Privileged Manager	07/2023 - 11/2023
<ul style="list-style-type: none">Managed ultra HNI accountsAcquired new clientsProvided exceptional client serviceManaged client portfoliosMet and exceeded revenue targets	
Aurum PropTech Limited	Noida , UP
Business Development Manager	12/2022 - 04/2023
<ul style="list-style-type: none">Client Acquisition: Skilled in acquiring and managing a diverse client base, including HNI clients.<ul style="list-style-type: none">Revenue Generation: Proven ability to generate business and meet revenueAd Sales: Experienced in ad sales strategies and execution to drive revenue growth.Email Support: Proficient in providing high-quality email support to ensure client satisfaction.Quarterly Business Targets: Consistently meet and exceed quarterly businessCollaboration with Digital Team: Work closely with the digital team to align marketing and sales strategies.Lead Generation: Effective in generating and managing leads through various channels.Presales Team Management: Experienced in managing presales teams to ensure efficient lead qualification and conversion.	
Career Socially	Noida, UP
Pre Sales Team lead	07/2020 - 07/2022
<ul style="list-style-type: none">Prioritize tasks effectively and demonstrate a strong work ethic to exceed goalsLead projects and analyze data to identify areas for improvementCollaborate with team members to achieve target resultsMaintain outstanding attendance record, always arriving prepared and ready to start immediatelyManage a team of 15+ members in office and remote locations across IndiaProvide necessary training for team members on project requirementsAchieve monthly/quarterly/yearly targets through lead generation strategies, including cold callingWork with reputed real estate developers to generate qualified leadsManage end-to-end client service, including proposing site visitsHandle NRI clients through international calls and manage their portfolios efficiently	

Experience

Buy plus Real Estate Senior sales manager	Gurgaon 01/2020 - 06/2020
<ul style="list-style-type: none">• Research and target prospective customers: Stay updated with current market trends, identify potential clients who are in the market for real estate properties, and understand their specific needs. This will enable a more targeted approach in offering relevant solutions• Monitor buying trends and market conditions: Keep a close eye on customer buying patterns as well as changes in the real estate market. This will help adjust sales strategies accordingly and ensure that sales goals are achieved• Follow up with clients: Regularly follow up with clients to understand their requirements, address any concerns or questions they may have, and provide end-to-end service throughout the entire process of purchasing a property• Perform individual-level virtual meetings: Given the current challenges posed by the pandemic or other factors restricting face-to-face interactions, conduct virtual meetings to connect with clients effectively. Utilize technology platforms for property tours, presentations, and discussions• Manage teams effectively: If there is a team involved in customer service operations, focus on team management by setting clear goals and expectations, providing regular feedback and support, and motivating them to deliver exceptional customer service. It is important to foster a positive team culture that values collaboration, communication, and continuous improvement	
Square Yard LLC Portfolio Manager	Business bay 05/2019 - 12/2019
<ul style="list-style-type: none">• Enhance Company Customer Service to Drive Business Growth• Extensive experience in delivering exceptional service to clients in the real estate industry• Focus on renowned companies such as Emaar, Dubai Holding, Mag DAMAC, and Azizi• Prioritize understanding customer's unique needs• Provide tailored solutions aligning with customer's goals• Aim to exceed customer expectations• Build long-lasting relationships based on trust and satisfaction	
Indiabulls ventures Ltd Associate Manager	Gurgaon 07/2018 - 04/2019
<ul style="list-style-type: none">• Portfolio Management: Effectively managing a diverse portfolio of clients' investments to ensure their financial goals are met• Customer Service: Providing exceptional service by understanding client needs and offering tailored solutions• Sales Generation: Consistently generating revenue through brokerage activities and cross-selling banking products• Relationship Building: Building strong relationships with clients, increasing referrals, and expanding business network• Financial Analysis: Analyzing sales and gross profit reports to identify areas of improvement for increased efficiency	
Axis Bank Ltd Assistant Manager	Pritampura, Delhi 06/2017 - 07/2018
<ul style="list-style-type: none">• Portfolio Management: Successfully managing a diverse portfolio of banking products to meet customer needs• Customer Service: Delivering excellent customer service by understanding their requirements and providing appropriate solutions• Sales Target Achievement: Consistently meeting	

Education

10th board, Sundargram Girls' high dchool Degree and Field of Study	Cuttack, Odisha 05/2010 - 05/2010
<ul style="list-style-type: none">• 12th board, Kalinga Bharati residential college, Cuttack, Odisha	
Christ college B.com, Graduation	Cuttack, Odisha Date period
<ul style="list-style-type: none">• Utkal university, Cuttack, Odisha	
IILM Graduate school of management PGDM, Post Graduation	Greater Noida, UP Date period
Fanshawe university Digital marketing	Landon, Ontario, Canada 08/2015 - 08/2015

Languages

English Advanced ●●●●●

Hindi Advanced ●●●●●

Punjabi Advanced ●●●●●

Skills

Business Development · Cold calling · Direct Sales · Financial analysis · Lead Generation · Lms · Portfolio Management · Pre Sales · Salesforce

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