

Rohit Vishwakarma

Business Development Manager

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PROFESSIONAL SUMMARY

Dynamic Business Development & Senior Sales Professional with 6+ years of proven success driving revenue growth, expanding strategic accounts, and building long-term client partnerships across diverse industries. Consistently exceed sales targets, delivering YOY revenue growth. Skilled in market analysis, strategic partnership development, and leveraging CRM platforms to optimize sales pipelines. Passionate about continuous learning and delivering measurable business outcomes.

PROFESSIONAL EXPERIENCE

Senior Associate - Inside Sales **Delhivery Limited**

04/2025 – 09/2025
Goa, India

- Managed the complete inside sales cycle for SMEs, E-commerce, and D2C brands handling prospecting, qualification, solution presentation, negotiation, and closure.
- Generated and qualified leads through outbound calls, targeted email campaigns, and inbound inquiries; ensured accurate pipeline management and activity tracking in Salesforce.
- Delivered consultative virtual demos of Delhivery one platform highlighting integration capabilities and ROI; streamlined client onboarding through API setup, and dashboard enablement.
- Consistently exceeded KPIs by achieving 115% of quarterly targets; managed newly onboarded accounts for 2 months post-integration to accelerate performance and shipment volumes.

Sr. Business Development Associate **Artfills Online Learning Private Limited.**

10/2023 – 03/2025
Nashik, India

- Directed B2C sales operations, achieving a 30% increase in revenue by expanding Artfills' reach in the online learning market for creative courses.
- Developed and executed sales strategies that boosted new customer acquisition and improved retention rates in domestic and international markets.
- Utilized data analysis to segment customers and identify high-potential markets, prioritizing sales efforts and increasing market penetration by 35%.
- Drove upselling and cross-selling by aligning client needs with additional products, increasing average order value by 20%.

Senior Sales Executive | International Sales **Sunrise Business Group Co., Ltd**

08/2021 – 09/2023
Nashik, India

- Increased revenue by over \$1.5 million across two years through global buyer engagement on Alibaba and other B2B platforms.
- Led and mentored a team of 10+ sales professionals, enhancing sales strategies, negotiation practices, and client relationship management.
- Expanded business presence in key international markets (US, UK, Canada, Europe, NZ and Australia), driving 25% YoY growth in client acquisition.
- Built and optimized a structured sales funnel using market research and product analysis, improving conversion rates and average deal size.
- Developed long-term strategic partnerships with global buyers, contributing to repeat business and higher customer lifetime value.

Sales Account Manager
CarTrade Tech Limited.

12/2018 – 08/2021
Nashik, India

- Developed business and generated revenue by delivering branding and lead-generation solutions to new car dealerships and multi-brand sellers.
- Cultivated and maintained relationships with existing affiliate partners, leading to a 25% growth in revenue from these partnerships.
- Managed multiple accounts by initiating, analyzing, monitoring, and evaluating new opportunities for each account to drive growth.
- Conducted regular performance checks, resulting in a 15% improvement in performance metrics for affiliate partners.

 **EDUCATION**

MBA in Marketing Management
Pune University

04/2016 – 07/2018
Nashik, India

B.B.A in Marketing Management
Pune University

05/2013 – 03/2016
Nashik, India

HSC (10+2) Field of Study - Science
Pune University

03/2011 – 03/2012
Nashik, India

 **SKILLS**

- CRM Platforms (Salesforce, Zoho, LeadSquared, Siebel, Clarify)
- Tools & Platforms: Microsoft Office, LinkedIn Sales Navigator, Lusha, Similarweb
- Key Account Management
- Global Sales Management
- Data Analysis and Research
- Cross-selling and Up-selling Techniques