

# SUJAN RAYAMAJHI



+971581158835  
rayamajhisujan4@gmail.com  
discovery garden,dubai

## PROFILE

Passionate Business Development Manager Offering expertise in creating sales pipeline, achieving high sales goals and building long-term relationships. Proficient in quickly recommending options to customers to help them meet their market reach goals.

## SKILLS

- Sales Analysis
- Customer service
- Client development
- Networking Skills
- Research Skills
- Strong Communication Skill
- Negotiation
- Cold Calling
- Forecasting

## EXPERIENCE

### SALES MANAGER

API IT Enterprises  
2020-2021

- Creating a short and long term sales plan with the intention of achieving the given objective.
- Actively looking for possibilities to upsell and cross-sell to existing customers

### BUSINESS DEVELOPMENT MANAGER

Max international  
2018 - 2020

- Identifying market opportunities through meetings, networking and other channels.
- Attending events such as exhibitions and conferences.
- Meeting existing and potential clients and building positive relationship.

### SENIOR SALES OFFICER

OM Networks Pvt Ltd  
2017- 2018

- Planning sales visit
- Preparing sales report
- Maintain professional and technical knowledge by attending workshops, webinar, conferences.

## EDUCATION

### HIGHER SECONDARY SCHOOL

Cambridge higher secondary school  
2009- 2011

### BACHELOR OF INFORMATION MANAGEMENT

Nagarjuna college of IT  
2013 2017  
(Incomplete)