

SAI ADITYA BEHERA

SALES EXECUTIVE / AREA SALES MANAGER

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Dedicated and results-driven sales executive with a proven track record of exceeding targets and building strong client relationships. Seeking a career change to pursue my passion for auditing and financial analysis. Skilled in data analysis, attention to detail, and compliance. Eager to contribute my expertise to an auditing team and ensure financial integrity.

Experience

- **COMPANY- SURYA INTERNATIONAL ENTERPRISES PVT. LTD.** *2023-(SEP-NOV)*
POSITION - salse executive (internship)
 - Assisted the sales team in prospecting and lead generation.
 - Conducted market research to identify potential clients.
 - Participated in client meetings and presentations.
 - Contributed to sales reports and data analysis.
 - Collaborated with cross-functional teams to achieve sales targets.
- **COMPANY - SURYA INTERNATIONAL ENTERPRISES PVT. LTD. 2023 (DEC - TO NOW DATE)**
POSITION - sales executive/area sales manager
 - Researched and identified potential clients within the assigned industry vertical.
 - Developed and executed targeted sales strategies to penetrate new markets.
 - Closed deals with high-profile B2B clients, resulting in significant revenue growth.
 - Collaborated with product development teams to align offerings with market demand.
 - Tracked industry trends and adjusted sales approaches accordingly.

Education

- **ODAPADA HIGH SCHOOL** **PASSING YEAR - 2015**
STANDARD 1 TO 10TH .
- **BHARGABI +2 SCIENCE COLLEGE** **PASSING YEAR - 2018**
STANDARD 11 TH 12TH .
- **ODAPADA PANCHAYATA SAMIT MOHAVIDYALAYA** **PASSING YEAR- 2021**
COMPLITED GRADUATION .
- **NIIS INSTITUTE OF BUSINESS ADDMINISTRATION** **PASSING YEAR - 2023**
COMPLITED MY MBA .

Skills

- Sales Achievements
- Leadership Skills
- Strategic Thinking
- Communication Skill
- Problem-solving
- Client Relationship Management
- Time Management
- Adaptability