

# RUDRADEV DUTTA | BUSINESS DEVELOPMENT

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## SUMMARY

Results-driven Business Development & Sales Leader with 7+ years of experience driving revenue growth, team leadership, and enterprise client acquisition across SaaS, Cloud, and AI domains. Proven success in North American and global markets, specializing in strategic sales planning, CRM pipeline optimization, and cross-functional collaboration. Adapt at managing high-performing teams, developing scalable sales processes, and achieving aggressive quota targets.

**Core Expertise:** Sales Strategy, Team Leadership, CRM (Zoho, Salesforce, HubSpot), SaaS & IT Solutions, Strategic Partnerships, Business Forecasting, Key Account Management, Negotiation, AI & Data Analytics Solutions

## KEY SKILLS

- Sales Leadership & Forecasting: KPI tracking, pipeline analysis, and performance optimization
- CRM & Sales Tools: Salesforce, HubSpot, Zoho CRM, MS Dynamics
- Strategic Sales Planning: SaaS, Cloud, AI, and Automation markets
- Communication & Negotiation: Executive-level presentations, deal closures, stakeholder alignment
- Team Mentoring: Coaching, training, and scaling high-performance sales teams

## PROFESSIONAL EXPERIENCE

**Codilar Technologies** | *Business Development Manager* | May '25 – Present | Bangalore

- Led a **team of 2**, achieving **\$60K USD Quarterly** through Sales Automation Process
- Developed & Implemented GTM Strategies, End to End AI Sales Automation Process for massive outreach
- Worked majorly on Ecommerce Implementation services like Adobe Magento, Shopify and Akinon.
- Solely responsible for SEA and Middle East Markets
- Worked with tech teams and marketing teams to find the right ICP for the organization.

**Starling Elevate IT Solutions** | *IT Sales Manager* | Dec '24 – Mar '25 | Jaipur

- Lead enterprise sales for **AI, Cloud, and SaaS solutions** across AWS, Azure, and GCP ecosystems.
- Develop GTM strategies leveraging **data analytics, NLP, and automation** to target mid- to large-scale clients.
- Integrate **CRM and AI-driven sales forecasting**, improving pipeline visibility and closing cycle efficiency by 20%.
- Collaborate with product, marketing, and tech teams to deliver tailored AI-driven business solutions.

## **Your Functional CMO | *Business Development Manager* | Aug 2023 – Dec 2024 | Kolkata**

- Led a **team of 3**, achieving **15% annual revenue growth** through focused lead generation and consultative selling.
- Managed high-value accounts (Monte Carlo, Hair Originals) generating **\$50K/month**.
- Drove CRM adoption and **pipeline tracking** through HubSpot, improving deal forecasting accuracy.
- Recognized as “*Performer of the Month*” three times for top-tier sales and client retention results.

## **QuantaGeeks Technologies | Co-Founder & Business Development | Jan '21 – Jul '23 | Kolkata**

- Directed a **15-member sales team** delivering **\$100K+ in quarterly sales** across software development and cloud services.
- Enhanced sales enablement processes via CRM workflows, improving conversion rate by 25%.
- Managed **25+ enterprise accounts**, achieving **\$45K in upsells** through relationship-based account growth.

## **Brainium Infotech | *Business Development Manager* | Nov '19 – Sep '20 | Kolkata**

- Closed **\$100K in quarterly revenue** as an individual contributor in global SaaS markets.
- Drove **account expansion of \$15K/month** via consistent upselling and retention strategies.

## **Newstar Cloud | *Inside Sales Specialist* | Aug 2019 – Oct 2019 | Bangalore**

- Increased SME customer base by **35%** and boosted recurring revenue by **10% monthly** through consultative sales.
- Led inbound/outbound sales pipeline for cloud services and subscription products.

## **Tracxn | *Business Development Executive* | Jun 2018 – Jul 2019 | Bangalore**

Conducted extensive market research and lead qualification, driving \$5K quarterly sales and supporting pipeline growth. Completely focused towards North American Market.

## **EDUCATION**

MBA (Sales & Marketing), Liverpool Business School 2024 – 2026

Bachelor's in information technology, Academy of Technology 2014 – 2018

## **ACHIEVEMENTS**

- Exceeded sales targets consistently with 100%+ quota attainment across multiple organizations.
- Recognized for strategic client acquisition and exceptional leadership in high-growth IT startups.
- Successfully expanded business presence across North America and EMEA regions through effective GTM execution.

## **LANGUAGES**

English | Hindi | Bengali