

TASMIYA

Bengaluru, Karnataka | +91 8884690098 | tasmiyaor2001@gmail.com
LinkedIn: linkedin.com/in/tasmiya-r-146900378

SUMMARY

Results-driven Customer Success and Business Development professional with 6+ years of experience in client relationship management, customer success, business development, negotiations, SaaS product demonstrations, onboarding, and sales operations.

EXPERIENCE

Sales Head / Senior Business Development Executive | Bova Technologies Pvt Ltd | Bengaluru

August 2025 – March 2026

- Managed end-to-end customer interactions and client engagement activities.
- Conducted SaaS application demonstrations and product presentations.
- Led negotiations, follow-ups, and business closures.

Branch Manager | Trade Smart Consultants | Bengaluru

January 2019 – June 2025

- Managed branch operations and customer relationship activities.
- Handled lead generation, customer acquisition, and sales closure processes.
- Maintained strong customer retention through effective client support.

EDUCATION

Bachelor of Computer Applications (BCA)

BES Degree College | Bengaluru

Graduated: 2021

SKILLS

Customer Success: Customer Onboarding, Client Retention, Relationship Management

Business Development: Lead Generation, Negotiations, Deal Closures

Technical Skills: CRM Tools, MS Office Suite, SaaS Demonstrations

PROJECTS

Customer Relationship & Business Operations Management

- Managed onboarding, demonstrations, and engagement activities.
- Supported customer success initiatives and business operations.

CERTIFICATIONS

- Customer Relationship Management & Sales Coordination
- Business Development & Customer Success Operations

DECLARATION

I hereby declare that the information provided above is true and correct to the best of my knowledge and belief.