



ALPITA CHOUHDARY

BUSINESS DEVELOPMENT MANAGER

CONTACT

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EDUCATION

Bachelor of Computer Applications

2015 - 2018

CORE COMPETENCIES

- B2B Sales & Strategy
- eCommerce Account Handling (Amazon, Flipkart, Etsy, Messho, Ebay)
- Digital Marketing & Campaign.
- CRM Tools: Salesforce, Freshsales, Zendesk, ZOHO, Zoominfo, LinkedIn & Navigator.

KEY ACHIEVEMENTS

- Top performer Q2 2024.
- Got ramped-up under 3 weeks at Etsy.
- Awarded for shortest onboarding cycle at 4Fox.

SKILLS

- Prospecting
- Negotiation and Persuasion
- Time Management
- Outbound
- Onboarding

JOB EXPERIENCE

2025

Business development manager

4Fox Business Solutions

- Market research to identify new business opportunities and qualify inbound leads on BANT.
- Generated B2B leads through cold calling, networking, and events.
- Collaborated with internal teams to develop proposals and ensured alignment and support.
- Managed a team of 6+ sales and support executives, training them on KT and account strategy.

2024

Business development manager

Tenet Internet Solutions

- Achieved 102%+ of sales targets for 2024
- Designed strategies to identify key trends/markets to target
- Closed 7+ new accounts quarterly with 21% lead conversion
- Qualified and closed inbound leads generated by marketing efforts using BANT.

2020 - 2023

Partner manager

Etsy

- Qualify vendor enquiries via calls, e-mails, and chat channels.
- Demonstrate the platform and facilitate vendor/partner onboarding.
- Assist vendors in setting up an online shop, along with listing the products.
- Advocate and educate the vendors with legal policies along with compliances.
- Got promoted to senior level / IC2.

2018 - 2019

Partner manager

Teleperformance - Amazon

- Facilitate and attend to sellers/vendors through email, call, and chat support channels.
- Demonstrated excellent vendor service skills, identified and overcome objections, resolved escalations, conflict resolution, and negotiations.