
Siddhartha Bhattacharjee

Siddhartha Bhattacharjee is a B2B Sales strategist, Leadership coach and Start-up mentor business head / country management, Supervisory and line management, Internal and external consultant, and Individual contributor, B2B Sales strategist, Leadership coach and Start-up mentor.

Siddhartha is passionate about helping business owners and senior managers to overcome challenges of static growth , shrinking margins and high cost of employee turnover. I love to help struggling managers who face a wall and career stagnation due to skill obsolescence. I have held diverse roles such as business head / country management, Supervisory and line management, Internal and external consultant, and Individual contributor. A snapshot view of what he achieved :-

- Attained market leadership among global players in India for reputed global training service provider leading to high sales volume and scaling up of training operations while ensuring high quality training
- Spear headed business transformation program for improving cost efficiency and created revenue growth by tapping un-serviced market opportunity based on blue ocean strategy for communication products company with local manufacturing.
- Systematized customer satisfaction management by surveying , analysing and interpreting data leading to development, management and improvement of scores in customer satisfaction and loyalty for repeat purchase.
- Accomplished branch turnaround operation achieving and exceeding performance targets on sales, customer service and financial health consistently for 3 consecutive years
- Developed high value client engagements that yielded opportunity for long term revenue potential by developing mid level technical managers transition as expert interface partner for their clients
- Set up start up area sales operation as a location head by leading sales, service and customer administration team members leading to rapid penetration and attainment of market leadership.