

JIGYASA BUCHA

Business Development & Sales Leader | Student Housing Expert

About me

Accomplished Business Development & Sales Leader with 5+ years of global experience in student housing, travel, and SaaS. Proven expertise in forging strategic partnerships, driving B2B acquisition, and scaling revenue through sales strategies. Skilled at building high-performance teams and improving funnel efficiency. Eager to drive growth in EdTech or TravelTech.

Contact

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PROFESSIONAL EXPERIENCE

Gateway International-Business Development Manager (B2B)
November 2025- Present

- Driving revenue growth by acquiring and onboarding high-value business clients.
- Building and managing a qualified B2B pipeline to accelerate deal cycles.
- Nurturing long-term relationships with corporate partners to ensure retention and upsell opportunities.
- Identifying new industry segments and strategic accounts for market expansion.
- Coordinating with cross-functional teams to deliver customized solutions for business clients.
- Streamlining outreach and proposal processes to improve conversion rates.

Autumn Rooms – Business Development & Operations Manager
Jun 2025 – September 2025

- Leading partnership strategy and customer acquisition to expand Autumn Rooms' hospitality footprint.
- Optimized CRM and funnel tracking to improve conversion timelines.
- Managing B2B/B2C relationships, elevating client satisfaction.
- Collaborating with marketing team to strengthen brand positioning in travel markets.

Student.com – Sales Team Manager
Feb 2022 – Sep 2023

- Led a team of 8+ reps, achieving 25% YoY growth through coaching and sales enablement.
- Built B2B partner network with properties & education consultants globally.
- Collaborated with cross-functional teams to optimize funnel and close rates.
- Delivered forecasts and performance insights for executive-level planning.

Student.com – Team Leader
Nov 2020 – Feb 2022

- Supervised workflows & targets for sales team.
- Designed training programs to boost productivity.
- Implemented process improvements reducing lead closure time.

Student.com – Business Consultant
Feb 2020 – Oct 2020

- Offered tailored student housing solutions for top universities.
- Conducted competitor & market analysis to improve service quality.
- Enhanced client engagement strategies, raising satisfaction rates.

ClearTax – Business Development Manager
Nov 2019 – Feb 2020

- Acquired & onboarded SMB clients for SaaS platform.
- Delivered advisory services, improving client retention.
- Supported cross-functional teams to optimize product positioning.

KEY ACHIEVEMENTS

- Promoted twice in 2.5 years at Student.com (Consultant → Team Lead → Sales Team Manager).
- Drove 25% YoY growth by building and mentoring high-performance teams.
- Won Best Team of the Month (July 2022) and Best Average Booking Time (Aug 2022) awards.
- Consistently exceeded partnership acquisition and booking targets across global markets.

EDUCATION

Bachelor of Commerce | St. Joseph's College (Autonomous), Bangalore | 2016 – 2019

CERTIFICATIONS

• Digital Marketing – National Institute of Digital Marketing, Bangalore • Research in Business – St. Joseph's College, Bangalore • Web Development – St. Joseph's College, Bangalore • Basic Macroeconomics – St. Joseph's College, Bangalore

CORE SKILLS

- Business Development & Sales Strategy
- Strategic Partnerships & Client Management
- Team Leadership & Coaching
- Funnel & CRM Management
- Market Research & Competitor Analysis
- Data Reporting (Excel, PowerPoint)
- Digital Marketing & Analytics (Google Analytics, Social Media)
- Communication & Negotiation