

Binish

Assistant Manager – Business Development

Experience & Specialities

Binish is a Business Development professional with over 5 years of experience across learning solutions, education, hospitality, consulting, and client relationship management. She currently serves as Assistant Manager – Business Development at Emergence Learning Solutions, where she partners with organizations to identify capability-building requirements and design learning interventions aligned to business outcomes.

Throughout her career, Binish has successfully managed B2B and B2C client relationships, developed strategic partnerships, driven business growth, and collaborated with cross-functional teams to deliver impactful solutions. Her experience spans educational consulting, corporate partnerships, customer experience, stakeholder engagement, and solution-based selling.

Prior to joining Emergence Learning Solutions, Binish worked with organizations including Rus Education, i6 Consulting, and Oberoi Hotels & Resorts, where she gained extensive exposure to business development, client acquisition, relationship management, and customer excellence.

Holds a master's degree in psychology, Binish brings a unique blend of commercial acumen and behavioural understanding, enabling him to engage effectively with clients and align learning interventions with organizational and people-development objectives.

Her areas of specialization include:

- Business Development & Strategic Partnerships
- Learning Solutions Consulting
- Client Relationship Management
- Stakeholder Engagement
- Consultative Selling
- Customer Experience Excellence
- Key Account Management
- Corporate Relationship Building
- Learning & Development Solutioning
- Needs Analysis & Requirement Gathering
- Proposal Development
- Partnership Development

- Market Research & Opportunity Identification
- Cross-functional Collaboration
- Educational Consulting
- Communication & Presentation Skills
- Negotiation & Influencing Skills
- Employee Development Initiatives
- Talent Development Conversations
- Customer-Centric Selling

Credentials

- Assistant Manager – Business Development, Emergence Learning Solutions (2026 – Present)
- Business Development Manager, Rus Education
- Business Development Executive, i6 Consulting
- Reservation Sales Associate, Oberoi Hotels & Resorts
- Master of Arts (Psychology) – IGNOU (Pursuing)
- B.Sc. Hospitality & Hotel Administration – DIHM Lajpat Nagar

Key Strengths

- Building and nurturing long-term client relationships
- Identifying learning and business challenges through consultative conversations
- Designing client-centric solutions aligned to organizational objectives
- Managing strategic partnerships and stakeholder expectations
- Driving business growth through value-based engagement
- Facilitating collaboration between clients and delivery teams

Languages

- English
- Hindi
- Punjabi