



NAVETA RAJ

BUSINESS DEVELOPMENT EXECUTIVE

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EDUCATION

- Symbiosis Institute of Technology,
Master of Business Administration
- Delhi University,
Bachelor of Arts

Naveta Raj Ranga serves as a Business Development Executive for Mohr Partners, Inc. In this role, she supports business growth initiatives through lead generation, prospect outreach, client engagement, and relationship management activities.

Naveta brings over nine years of experience in business development, sales, customer service, and client acquisition, with expertise across both B2B and B2C markets. She has extensive experience in cold calling, appointment setting, lead generation, prospect nurturing, sales closures, client retention, and account management. Her background includes working with domestic and international clients, particularly in the education and technology sectors.

Prior to joining Mohr Partners, Naveta worked as a Business Development Associate at Teckleap LLC, where she generated and qualified B2B IT and SaaS leads through platforms such as LinkedIn, Apollo, ZoomInfo, Lusha, and Upwork. She also conducted outbound outreach campaigns, managed sales pipelines, and supported client onboarding initiatives. Earlier, she served as a Business Development Manager at The Walden Academy and held admissions and client-facing roles with educational institutions in India and the United States.

Naveta holds a Bachelor of Arts from Delhi University and an MBA in Marketing from Symbiosis Institute of Technology.