



Hemanth. L

Business Development
Manager

PROFILE SUMMARY

At Accelirate Inc., my focus as Business Development Manager is on fostering strategic partnerships and driving sales initiatives that propel our team towards exceeding sales targets. With a solid background in sales process management and a knack for building strong client relationships, I have consistently contributed to revenue growth and customer satisfaction. I was working on fortune 50 and 500 clients. Previously at Payoda Technology Inc., my role centered around executing marketing strategies and collaborating with cross-functional teams to deliver IT solutions tailored to client needs. Our efforts have led to successful deal closures and high retention rates, illustrating a commitment to excellence and a deep understanding of the technology services industry.

EDUCATION

2014	B.Tech/B.E. Anna University
2010	XIIth English
2008	Xth English

WORK EXPERIENCE

Jun 2024 -
Present

Business Development Manager
Accelirate Softech

At Accelirate Inc., my focus as Business Development Manager is on fostering strategic partnerships and driving sales initiatives that propel our team towards exceeding sales targets. With a solid background in sales process management and a knack for building strong client relationships, I have consistently contributed to revenue growth and customer satisfaction. Handled a team of four BDE's and helped them in sales process through mentoring and helped them achieve the monthly revenue targets. Previously at Payoda Technology Inc., my role centered around executing marketing strategies and collaborating with cross-functional teams to deliver IT solutions tailored to client needs. Our efforts have led to successful deal closures and high retention rates, illustrating a commitment to excellence and a deep understanding of the technology services industry.

PERSONAL INFORMATION

- ✉ **Email**
lhemanth2@gmail.com
- ☎ **Mobile**
(+91) 9789547806
- 📁 **Total work experience**
8 Years 0 Month
- 🌐 **Social Link**
<https://www.linkedin.com/in/hemanth-hedid-13a0b440/>

KEY SKILLS

- Cold Calling
- Account Management
- sound knowledge on information technology
- ready to take up any assigned task
- good communication skills.....
- business development
- Lead Generation
- Sales
- Corporate Sales
- International Sales
- B2B Sales

OTHER PERSONAL DETAILS

- City Chennai
- Country INDIA

LANGUAGES

- English
- Tamil
- Kanada

Feb 2023 - Jun 2024

Associate Manager Business Development

PAYODA

outbound IT sales ,worked with fortune 500 and fortune, mid market and SMEs. Pipeline generation and identifying markets, organizations, lines of business, pain points and stakeholders to target; developing interest and RFPs. Performing quantitative analyses and developing proposals, Statements of Work, Work Order , Work Agreements. Working closely alongside as a Team to develop expertise in contract negotiations, Master Service Agreements and deal closure. Acting as a strategic partner with existing clients to analyze and provide ground intelligence on their needs and relationships. Conducting competitor analysis to identify opportunities and Maintained fruitful relationships with existing clients in US and Canada.Have experience working with Indian clients also.

Feb 2021 - Oct 2022

Consultant Marketing (senior business development executive)

Infovision

outbound IT sales ,worked with fortune 500 and fortune 1000 companies . Pipeline generation and identifying markets, organizations, lines of business, pain points and stakeholders to target; developing interest and RFPs. Performing quantitative analyses and developing proposals, Statements of Work, Work Order , Work Agreements. Working closely alongside as a Team to develop expertise in contract negotiations, Master Service Agreements and deal closure. Acting as a strategic partner with existing clients to analyze and provide ground intelligence on their needs and relationships. Conducting competitor analysis to identify opportunities and Maintained fruitful relationships with existing clients in US and Canada.

Dec 2017 - Feb 2021

Business Development Executive

G2 Technology

Pipeline generation and identifying markets, organizations, lines of business, pain points and stakeholders to target; developing interest and RFPs. Performing quantitative analyses and developing proposals, Statements of Work, Work Order , Work Agreements. Working closely alongside as a Team to develop expertise in contract negotiations, Master Service Agreements and deal closure. Acting as a strategic partner with existing clients to analyze and provide ground intelligence on their needs and relationships. Conducting competitor analysis to identify opportunities and Maintained fruitful relationships with existing clients in US and Canada.