

Priyesh Sapkal

Business Development Executive

Expert business strategist with a sound understanding of organizational development and sales. Skilled communicator with over 6 years of experience providing with successful solutions to building organizational success. Innovative thinker who detects more efficient ways of growing company assets by recommending new products, revolutionizing current product offerings, and testing new market approaches.

✉ priyesh.sapkal1@gmail.com

📞 8485005259

📍 Pune, India

WORK EXPERIENCE

Business Development Executive

Workplace/Company

03/2015 - 09/2021

Pune

Achievements/Tasks

- Conducts internal activities, assisting in assembling account teams and developing account plans.
- Attending and conducting account and development teams meetings.
- Participating in the proposal process; managing business development efforts, coaching staff; and owning and managing the business development pipeline.
- Responsible for accurate and timely forecasting of tactical and strategic business opportunities. Works closely with clients and other resources during the business development process, leads the analysis, executes the marketing strategy and makes final recommendation on pursuing engagement opportunities. Ensures effectiveness of overall linkages and execution of strategies developed.
- Help to develop an account strategy and plan, which makes the best use of organizational resources to meet customer expectations.
- Make reports on weekly basis as per requirement of service head.
- Procuring new clients through direct contact, word-of-mouth, and collaboration with the marketing department.
- Maintaining meaningful relationships with existing clients to ensure that they are retained.
- Reviewing clients' feedback and implementing necessary changes.

ACHIEVEMENTS

Certified Course Of Data Structures at Crystal Softech.

Certificate Of Participation for the Event Of Workshop On Ethical Hacking.

Volunteered in State Level Workshop On "Research Methodology"

SKILLS

Operations Management

Strategic Planning

Business Planning

Staff Management

Relationship Building and Management

Business Development

Process Improvement

Continuous Learning

Decision Making

Teamwork and Project Management

Website Development

SEO

Content Writing

EDUCATION

BCA

SCOS, Pune

07/2010 - 04/2013

Pune

HSC

Disha College, Raipur

08/2009 - 05/2010

SSC

Nirmala Convent School, Satara

06/2007 - 04/2008

LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

Marathi

Full Professional Proficiency

INTERESTS

Cricket

Travelling

Football

Blog Writing