

**AMIT CHAND**  
**Business Development Executive**

**Address:** B2-307 Lok Raunak CHS, Marol, Andheri (e), Mumbai 72.

**Date of Birth:** 21/03/89 **Email:** [amit.chand89@gmail.com](mailto:amit.chand89@gmail.com) **Phone:** +91-9769826328

**Personal Profile**

Motivated and experienced Professional working with one of the largest mobile application development company. Familiar with the identification of prospects, attending client meeting, providing customer real-time support, product demonstrations, testing application & product delivery. Positive, energetic, focused, eager to further grow and develop existing business skills.

**Academic Qualifications**

BE - Computers (Mumbai University - 2012)

**Work Experience**

**Mobicule Technology :** *Business Development Executive- Aug'15 – present*

Mobicule Technologies has extensive experience in implementing turn key enterprise solutions targeted towards mobile workforce utilizing the potential of modern day mobile devices integrated with core backend systems. Mobicule has worked with large blue-chip enterprises in the country to implement compelling and successful mobile solutions across large field teams. Mobicule is driven by a strong R&D and technology practice that is constantly working on new technologies in mobility such as hybrid development, hardware devices integration, backend integration platforms and frameworks on all popular mobility platforms such as IOS, Android, Blackberry and Windows.

**Duties:**

- Maintain strong relationship with key contacts in the existing accounts and develop new accounts
- Leverage my technical and industry specific knowledge to develop strategic business development plans and B2B sales strategies
- Conduct client presentation and provide need based solution
- Developing strong relationship with prospective new clients
- Actively participate in customer evaluation
- Directing team in preparing proposals
- Active participation in government tenders

➤ **Mobicule Technology :** *Test and support Engineer - Nov'13 to Present*

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**Duties:**

- Providing real-time and field support
- Timely client servicing & product training
- Mobile application testing
- Ensure timely project completion and delivery
- Keeping the existing clients updated with the new product development
- Understanding client business and project requirement gathering

➤ **Triple Point Technology: Intern, April'13 to July'13**

Triple Point is an American software company dealing in multi-market commodity. The company provides cloud and on-premise commodity management software that addresses the commodities value chain: buying, selling, trading, and procurement, enterprise risk management, scheduling and logistics, storage, processing and settlement and accounting. Triple Point's flagship software platform, Commodity XL, integrates physical and financial market requirements for multiple commodities including agriculture, emissions, biofuels, freight, metals, power, coal, gas and oil.

**Duties:**

- To provide technical support to the customers.
- Giving presentations & product demonstrations as & when required.

**Technical Skills**

Languages: C++, core Java, MySQL and HTML

OS: WIN 95/98/2000/XP/Vista/7/8, MS DOS, Ubuntu.

Applications: MS Office Suite.

**Experience & Key Competencies**

- Experience in handling clients across various industrial verticals.
- Experience of communicating effectively with key decision makers primarily CXOs and VPs
- Ability to identify and qualify potential of new clients
- Experience of working to targets
- Ability to research potential corporate clients in details
- Understanding client requirements and delivering solutions

**Personal Attributes**

- Self-motivated and can act on own initiative
- Can quickly learn in a complex industry
- Excellent negotiation and problem solving skills. Flexible with working hours
- Adaptable and have a positive attitude towards change
- Motivated, persuasive and goal orientated

### **Awards**

Received letter of recognition for exceptional performance.