

# Zinal R. Patel

## Business Development Executive

To obtain a position that challenges me and provides me the opportunity to reach professionally and personally utilizing my abilities and years of experience in your organization that is progressive intellectually and technically and one in which practices collaborative leadership and honesty.

### Work History

2018-04 -

#### Junior PHP Developer

2018-09

*J. S. Techno Pvt. Ltd., AHMEDABAD, Gujarat*

- Employed coding practices based on commonly accepted standards to establish site layout and user interface.
- Experience working with HTML, CSS, Javascript etc.

2018-10 -

Current

#### Business Development Executive

*Webplanex Infotech Pvt. Ltd., AHMEDABAD, Gujarat*

- Business Development & Implementation of new ideas to the project.
- Initiate various business plans in order to enhance the over all growth of the organization.
- Develop and Maintain effective working relationship with the prospective clients, existing Customers & business partners.
- Business development and Lead generation through extensive market research and Analysis for the international market.
- Generating leads and acquiring projects for mobile and web development.
- Prepare quote and proposal for product and services.
- Participated in industry organization and trade shows to gather competitive and industry intelligence.
- Developed short-term and long-term sales objectives and strategic plans to meet market needs.

### Education

2014-08 -

2018-03

#### Bachelor of Science: B. E in Computer

*Shree Swaminarayan Institute Of Technology - Gandhinagar*

### Contact

#### Address

Natvamagar, Near Sureliya Estate, Vastral Road, Ahmedabad, 382415

#### Phone

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#### E-mail

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### Skills

#### Leadership Quality

Web Research



Communication



Negotiation



Good Listener



Email Marketing



Lead Generation



Interpersonal



Team Work



### Languages

English



Hindi



Gujarati

