

## **RESUME**

**SAMEER BHATT**

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**Contact: +919427753595**

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### **OBJECTIVE:**

Seeking a challenging position, this demands the best of my professional abilities, technical and analytic skills. A job which will help me in upgrading my current skills and knowledge and where I can have a good scope for learning and implementing new technologies.

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### **EXPERIENCE:**

#### **Business Manager**

@ Naapbooks Ltd. – Ahmedabad

**From 01.06.2020 – 28-02-2021**

Using Domestic Bidding Portals like IndiaMart || Generate Leads || Identify, Manage & analysis of Bidding Strategy.|| Follow Ups with Clients || Analyzing the Client Requirement || Documents for Client to Show the Quality Work - Portfolio || Managing complete sales cycle from lead generation to closure || Have some good International client database || Software Marketing (Vizman and geniebooks)

**Worked Technologies:** Website design - Development– Design all (logo,Product Design, Brochure – Ecommerce Stores – Video Editing – Accounting (Trademark Registration, GST Return )

#### **Business Manager**

@ JD Counsultancy Pvt Ltd. – Ahmedabad

**From 01.03.2019 – 30.08.2019**

Using Bidding Portals like upwork , pph || Generate Leads || Identify, Manage & analysis of Bidding Strategy.|| Follow Ups with Clients|| Analyzing the Client Requirement || Documents for Client to Show the Quality Work - Portfolio || Work on odd hours to handle client as per their business time zone || Managing complete sales cycle from lead generation to closure || Handling Social Media like Twitter, Instagram, LinkedIn, Facebook.| Have some good International client database

**Worked Technologies:** Mobile and Web Apps – Web sites – Ecommerce Stores – Video Editing

#### **Business Manager**

@ TechExtensor Pvt. Ltd. – Ahmedabad

**From 03.09.2018 – 31-01-2019**

Work Profile:

Using Bidding Portals like upwork , guru, pph , freelancer , worknhire || Generate Leads || Identify, Manage & analysis of Bidding Strategy.|| Managing reporting structure as per Managers Instruction.|| Follow Ups with Clients|| Analysing the Client Requirement and & drafting custom business proposals – Scope of work || Documents for Client to Show the Quality Work - Portfolio || Work on odd hours to handle client as per their business time zone || Managing complete sales cycle from lead generation to closure || Handling Social Media like Twitter, Instagram, LinkedIn, Facebook.| Have some good International client database

**Business Manager**

@Veerkrupa Infotechs Pvt. Ltd. – Ahmedabad

**From 22.05.2017 to 31.03.2018**

Work Profile:

Using Bidding Portals like upwork , guru, pph , freelancer , worknhire || Generate Leads || Identify, Manage & analysis of Bidding Strategy.|| Managing reporting structure as per Managers Instruction.|| Follow Ups with Clients|| Analysing the Client Requirement and & drafting custom business proposals – Scope of work || Documents for Client to Show the Quality Work - Portfolio || Work on odd hours to handle client as per their business time zone || Managing complete sales cycle from lead generation to closure

**Business Manager**

@CloudZon Infoconnect Pvt Ltd – Ahmedabad

**From 21.07.2016 to 30-04-2017**

Work Profile:

Email Marketing, Using Bidding Portals like freelancer, guru, pph ,upwork.|| Generate Leads || Identify, Manage & analysis of Bidding Strategy.|| Managing reporting structure as per Managers Instruction.|| Follow Ups with Clients|| Analysing the Client Requirement and & drafting custom business proposals || Documents for Client to Show the Quality Work || Work on odd hours to handle client as per their business time zone || Managing complete sales cycle from lead generation to closure.

**Business Acquisition Executive**

@Verve Systems – Ahmedabad

**From 08.06.2015 to 30.06.2016**

Work Profile:

Email Marketing, Data Mining, Data Research || Generate Leads from Bidding Portals.|| Managing reporting structure as per Managers Instruction.

**Business Development Executive**

@Genetit Technologies Pvt. Ltd – Ahmedabad

**From 13.10.2014 to 31.5.2015**

Work Profile:

Email Marketing, Data Mining, Data Research || Using Bidding Portal like elance., peopleperhour. guru freelancer for data mining, Maintain Database || Generate Leads through, Email Campaigning and Web Search and other resources || Follow Ups with Clients

**Business Development Executive**

@Zaptech Solutions – Ahmedabad

**From 30.12.2013 to 01.09.2014**

Work Profile:

Email Marketing.Data Mining, Data Research || Generate Leads || Managing reporting structure as per Managers Instruction.|| Follow Ups with Clients|| Get New Clients and New Projects.

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**EDUCATIONAL QUALIFICATIONS:**

Exam / Degree	University / Board	Year	Percentage
M.C.A	Indira Gandhi National Open University (I.G.N.O.U)	2009	56.00
D.C.S	Saurashtra University	2001	53.00
B.COM	Saurashtra University	2000	45.42
H.S.C	G.S.E.B	1997	68.83
S.S.C	G.S.E.B	1995	69.00

**PERSONAL DETAILS:**

Full Name : Sameer Hasmukhbhai Bhatt  
Current Address : E-602, Riddhi Tower, Near.Lotus School  
Jodhpurgam, Satellite, Ahmedabad - 380015.  
Date of birth : 06-06-1980  
Gender : Male  
Nationality : Indian  
Languages : Gujarati, Hindi, English (Read, Write, Speak)

**Declaration:**

I do hereby declare that the above information is true to the best of my knowledge.

**(SAMEER BHATT)**