



Work Experience

SMIT TECHNOLOGIES PVT LTD

CEO, FOUNDER | 2013-2015

FINILITE TECHNOLOGIES PVT LTD

Business Development Manager | 2015-2016

SWEETNSWEETS INNOVATIVE PVT LTD

Business Development Manager | 2016-2019

EKTA CORPORATION

Business Development Manager | 2019-Present

Smit Vaghela

Skills

T +91 7874557772
E casanovasmit@gmail.com
A 2, Bardolpura Shahibaugh
Ahmedabad 380004

Expertise

- *Developing new markets*
- *International Business development*
- *Financial acumen Increasing sales*
- *Cutting costs General management Business Plans*

Education

BACHELOR OF ENGINEERING

South Gujarat State University,
Information Technologies May 2013

MBA in ENTREPRENEURSHIP 2015

- 7+ years of relevant experience in Business Development of International IT services segment.
- Bidding on different portals like Upwork, Freelancer, Guru, people per Hour, international forums and other sources for generating international business.
- Focus on generating new leads to contacts with the aim of creating more sales communication via cold calls, emails, social media (LinkedIn & Twitter) references.
- I am a strong negotiator with a high-level understanding of systems, technologies and recent tech advancements.
- I am an individual performer and someone who can manage himself/herself without any supervision.