

TARUN R PATEL

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An enthusiastic & high energy driven professional; targeting senior-level assignments in the field of **Sales, Business Development and Inside Sales** with a growth-oriented organization to best utilize knowledge & skills acquired.
Location Preference- Ahmedabad

Profile Summary

- A focused professional with **over 7 years** of rich experience in Sales, Business Development & Inside Sales Management Professional
- **Expertise in managing inside sales operations** and developing strategies to achieve a created vision, leading cross-functional teams to implement strategic initiatives
- Expertise in **developing go-to-market strategy for product lines** and target segments in terms of adoption and revenue targets
- Studied and identified new opportunities and generated successful sales leads; responded to tender documents, wrote proposals, reports and supporting literature
- Possess exposure of working in international markets **like USA, Canada, Middle East, South East Asia, Israel, China**
- Contributed to products/services positioning, evaluating customer's requirements and offering custom configured demos for better value propositioning and showcasing relevant functionality
- **Provided in-depth analysis of markets, industry trends**, competitors and clients to improve strategic planning and decision-making
- **Proven success in developing new business and managing** sales cycles, generating leads and closing deals while developing strong client relationships
- Worked on B2B Sites like Alibaba, India Mart, Trade India

Achievements

- Recognized as the Performer of the Month at Panamax Inc. for Aug'20
- Won Bronze Medal in Business Quiz contest organized by Business Standard at I2IM, CHARUSAT, 2013
- Bagged Star Employee of the Month twice while working in Dirgh Diamond Private Limited

Competencies

Revenue Growth	Account Management	Client Servicing	Competition Analysis
Market Research	Lead Generation And Nurturing	Market Research	

Work Experience

Mindarray System Private Limited, Ahmedabad

Dec'20- Present

Growth Path:

Inside Sales Executive

Dec'20- Mar'22

Business Development Executive

Mar'22- Present

Key Result Areas:

- Performing inside sales, lead generation, email campaign, outbound sales – (LinkedIn, conference, events), & partner identification
- Approaching businesses to offer valuable sales solutions along with providing suggestions on service improvements
- Initiating discussions about sales strategies and report on all issues that impacted the operation and customer experience
- Delivering exceptional support to sales team and BD Manager to identify new business areas and markets
- Leading sales and business development including key account management, buyer and customer relationships development and contract negotiations
- Accessing new qualified accounts and assigning opportunities to Sales Team
- Prospecting, generating, qualifying, processing and following up on leads and appointment setting for external sales team

- Collaboratively work with the sales, marketing team to develop lead generation strategies to generate lead opportunities with prospective customers
- Networking with existing customers in order to maintain links and promoting additional products and upgrades
- Keeping informed on technical product specifications and functionalities

Panamax Inc. Ahmedabad

Jan'19 – Dec'20

Inside Sales Executive

Key Result Areas:

- Contacted prospective customers through cold calling and emails; addressed customer needs and requirements
- Executed follow-up on data and leads developed by the Sales Team, diligently on any leads showing interest
- Provided support to the Marketing Team by inviting prospective customers for promotional events
- Transferred qualified leads to Sales Team
- Identified key prospects for sales and developed interests
- Recorded and expanded lead database for cold calling and emails

Dirgh Diamond Private Limited, Surat

Jan'18- Jan'19

Online Sales Executive

Key Result Areas:

- Conducted market research to identify selling possibilities and evaluate customer needs
- Collaborated with team members to achieve better results
- Motivated the sales staff and created an atmosphere of healthy competition among the team

Triveni Ethnics, Surat

Apr'17- Jan'18

Sales Lead

Key Result Areas:

- Established sales targets, managed deployment strategies & developed go-to-market plans to capitalize on the revenue opportunity
- Recruited and trained new sales staff, assigned specific tasks to other sales staff, and monitoring the team's sales performance
- Resolved customer complaints and answered customers questions

Triveni Ethnics, Surat

Apr'15 – May'16

International Sales Representative

Key Result Areas:

- Responded and assisted customers as they shopped for new products
- Mentored, coached, motivated, & drove for desired business and operations results and building sustainability
- Supported other team members with transactions when necessary

Internship and Training

- Accomplished Summer Internship Project at PG level on **Effectiveness of Summer Internship** at various companies in terms of learning at Indukaka Ipcowala Institute of Management, CHARUSAT, Changa during May 26 - June 6, 2014
- Completed one month of Industrial Training and learned to function in various departments at Pullen Pumps Private Limited, Dholka, as a part of the requirement for the BBA programs from November 12 - December 2012

Education

2015: MBA (Marketing) from Indukaka Ipcowala Institute of Management, CHARUSAT, Changa

2013: BBA (General) from Dharmsinh Desai University, Nadiad

IT Skills

- MS Office & internet skills
- CRM: Salesforce, Zoho CRM and Sugar CRM
- E-mail Tool: Icubes

Soft Skills

- Team Leader
- Motivator
- Communicator
- Collaborator
- Detail-oriented
- Logical

- Planner
- Analytical
- Creative

Exhibition Attended

- Part of Exhibition Events while working with Triveni Etnnics and Dirgh Diamond Private Limited

Personal Details

Date of Birth: 10th October 1991

Languages Known: English, Hindi, and Gujarati

Address: Kheda