Hardik Ranpura

Hardikranpuraa@gmail.com   **+91-9046464624**

Business Development Representative with a track record of increasing service quality levels and sales. Experienced at building trust and relationships with customers in order to settle disputes and up-sell products or services

Professional Experience

Techforce Global |Ahmedabad,Gujarat   **April 2023 - Till Date**
Business Development Executive

Provide services in custom software development and blockchain engineering to web app design, IT staff augmentation, and mobile app development.

Roles & Responsibility:

- Provide Services like Web development, Web design & Android App Development
- Identifying new market opportunities and potential clients
- Developing and implementing strategies to drive business growth.
- Negotiating and closing deals.
- Ensuring customer satisfaction and retention.
- Providing support and guidance to customers to maximize the value they receive.
- Identifying potential partner companies that align with your organization's goals and target market.
- Research prospective accounts in target markets.
- Pursuing leads and moving them through the sales cycle.

Skills:

- Vendor Management
- Client Relations
- Business Development
- Email Campaigning
- Lead Generation
- Sales

ShineInfosoft |Ahmedabad,Gujarat   **January 2022 - February 2023**
Business Development Executive

Provide Services like Web development, Web design & Android App Development

Roles & Responsibility:

- Generation of Business through Online Portals.
- Client communication- To convenience the prospect and and get the project on board.
- Social Networking Activities
- Researching, planning, and implementing new target market initiatives.
- Pursuing leads and moving them through the sales cycle.
- Developing quotes and proposals for prospective clients.

Skills:

- Business Development
- Lead Generation
- Sales
- Cold Calling
- Email Camping

Floatbot |Bhavnagar,Gujarat   **May 2021 - November 2021**
Business Development Representative

Floatbot is SaaS based conversational AI platform that helps Fintechs and Enterprises automate Customer support, Increase Customer Experience and Digital on-boarding through AI powered Chatbots and Voicebots.

Roles & Responsibility:

- Helping BFSI companies grow by implementing conversational AI tools, online marketing and sales best practices.
- Generating sales for Floatbot Products that includes ChatBot and VoiceBot.
- Focuses on generating qualified prospects using cold email, cold calling and linkedin.
- Seeking new leads, Qualifying the new leads and Passing the leads to their sales team.
- Setting goals and developing plans for business and revenue growth.
- Researching, planning, and implementing new target market initiatives.

Skills:

- Cold Calling
- Email Campaigning
- Lead Generation

Education

MKBU University |Bhavnagar,Gujarat

Master of Business Administration
June 2020 - May 2022

Shree GL Kakadia College of Commerce and Management |Bhavnagar, Gujarat

Bachelor of Commerce
June 2016 - May 2019

The K.P.E.S. English School |Bhavnagar,Gujarat

HSC
June 2013 - May 2014

The K.P.E.S. English School |Bhavnagar,Gujarat

SSC
June 2011 - May 2012

Declaration - The information stated above is true to the best of my knowledge and belief.
Hardik Ranpura