JAYENDRA MORI

Manager Business Development

QUALIFICATIONS
MBA, Marketing (2008-10)
B.TECH, Instrumentation & Control
(2003-07)

SKILLS
Sales Planning & Management
International Sales
Enterprise Lead Generation
Account Management
Software Product Sales
Digital Marketing

CONTACT
A-204, Vishwas City-7, Gota
Ahmedabad, Gujarat 382481
M: +91 99986 10569
Email: jayendramori@gmail.com

VISA
USA Business Visa Holder
Validity: Feb 2030

INTERESTS
Business Networking, Latest
Technologies & Gadgets, Football,
Cricket

SUMMARY

Dynamic, result-driven sales strategist with 10 years of experience in international sales for IT Services & Products across Europe, USA, Middle East, and APAC.

Solid track record of securing key clients and increasing product distribution to grow market share. Tenacious in building new business, securing customer loyalty, and forging a strong relationship with external business partners.

Strong communication & interpersonal skills, good at mentoring & motivating teams to take them to the next level.

WORK EXPERIENCE

InfoStretch Corporation, Ahmedabad, India

Business Development Manager: Jan 2020 – Present
(USA East)

- Develop/maintain a strategic sales plan and recommend improvements based on market research and analysis
- Define Top 25 target accounts for account-based sales strategy via market research & analysis
- Create a pipeline of high-value accounts - develop and implement strategies for expanding the customer base
- Coordinate and manage the sales cycle from initial contact to agreement execution
- Understand the client's requirements, grasp, and present the vision, technical solutions, and value propositions

Business Development Manager: July 2017 – Dec 2019
(UK & Europe)

- Define & execute outbound sales campaigns by industry research & services mapping
- Generate and qualify leads through emails, cold calling, social channels and other lead generation methods
- Follow-up & nurture on existing leads
- Re-qualify leads from trade shows, events, mailers, email blasts, and other inbound marketing efforts
- Prepare weekly/monthly reports on lead conversion rates and funnel status

WORK EXPERIENCE

Adroitech.me, Ahmedabad, India
Founder & Technology Business Consultant: Sep 2014 – June 2017

Working as an independent sales consultant, I have helped multiple organizations to setup sales & marketing processes. I have also helped organizations with new business development to take them to the next level. I have worked with both IT services & Product companies to create sales strategies & execute them.

InfoStretch Corporation, Ahmedabad, India
Business Development Manager: Aug 2010 – Sep 2014

- Inside Sales Campaign Management
- Creating High-Impact Sales Pitches & Presentations
- Business Development for Enterprise Mobility & Testing Services globally [Europe, USA]
- Sales Negotiation & Closure
- Door opening for InfoStretch Services to CXO level in leading enterprises
- Managing Business Trips for Senior Managers
- Coaching & Mentoring Team Members

Evolutionary Systems Pvt. Ltd, Ahmedabad, India
Associate Consultant: May 2010 – Aug 2010

Oracle Functional Consultant Training for SCM module

EDUCATION

MBA, Marketing   B.K. School Of Business Management | 2008-10
B.TECH, Instrumentation & Control, Nirma University | 2003-07

INITIATIVES

Mobile Monday Ahmedabad: Executive member of the Ahmedabad chapter for global mobile technology networking forum Mobile Monday since its inception in 2010. Organizing business & technical sessions every month to help the mobile community in Ahmedabad.

InfoStretch Cricket Leagues (ICL): Established a platform for IT companies for fun and networking among IT professionals. A competitive cricket tournament with more than 20 IT companies as participants.

GESIA Cricket League (GCL): Part of the executive committee for GCL. GESIA (Gujarat Electronics & Software Industries Association) has more than 400 IT & Electronics companies as members and we initiated GCL as an employee engagement activity.

REFERENCE

Ashok Karania | VP of Sales Infostretch Corporation