


## Deepak Pandya

### Senior Business Development Executive

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Creative Senior Business Development Executive with impressive track record of improving sales and growing company customer base. Innovative program management, strategic planning and team leadership skills. Successful team builder with good communication abilities.



### Skills

- Revenue Generation
- Forecasting ability
- Strategic and social selling
- Proficient in using CRM software
- Key decision making
- Prospect targeting
- Verbal and written communication



### Work History

2018-10 – 2023-03

#### Senior Business Development Executive

**SoluSoft Technologies Pvt Ltd, Ahmedabad, India**

- Responsible for managing many customer accounts. I was responsible for generating new business opportunities and extracting more business from the existing customers.
- I have done hundreds of product demos for many domestic and international customers and managed E2E customer life cycle.
- Built and maintained a pipeline that supported monthly, quarterly and annual goals
- Managed to grow sales by 40% YOY with 99% customer retention
- Connected with many CMOs, CIOs, and CEOs to establish long-term business relationships based on the win-win corporation
- I managed customers from different industries such as banking, insurance, engineering, and pharma
- Understanding the customization request from the customers
- Facilitating post-sales implementations and support
- Preparing monthly quarterly sales projections
- enhancement Cross-selling, up-selling to the existing customers

2016-12 - 2018-09

## **Business Development Executive**

**SMG Infosolutions Pvt Ltd , Ahmedabad, India**

- Developed a database of qualified leads through referrals, cold-calling, direct mail, email, campaigns & Social networking
- Manage account relationship's, contract negotiation's, Sales, pricing, billing, etc.
- Established relationship with local dealer & vendor in order to fill company order.

2015-01 - 2016-10

## **Business Development Executive**

**Techgrains Technologies Pvt Ltd, Ahmedabad, India**

- Communicated directly with customers and partners to build strong business networks and relationships.
- Developed and executed strategic initiatives to implement key changes and improvements in business development and sales programs.
- Defined and integrated roles, responsibilities and processes for business team and data management organization.

2013-04 - 2015-12

## **Senior Sales Executive**

**Anmol Technomart Pvt Ltd, Ahmedabad, India**

- Utilized multiple marketing strategies to improve profitability.
- Demonstrated products and features to customers, answered questions and overcame objections.
- To generate scope for the prospective business towards the marketing communication. To explain about our company's product & service like tender information, project information & digital certificate.

2012-02 - 2013-03

## **Sales Executive**

**E-Procurement Technologies Pvt Ltd, Ahmedabad , India**

- Increased revenue by implementing effective sales strategies in sales cycle process from prospecting leads through close.
- Achieved sales goals and service targets by cultivating and securing new customer relationships
- Company deals in service like government & private sectors tenders' subscription service and Digital Certificate.

2009-07 - 2011-07



## **Education**

### **MBA: Marketing**

*Pioneer Institute of Technical Studies, RTU - Udaipur, Rajasthan*