

SAMARTH TRIVEDI

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Gujarat.

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OBJECTIVE

“To obtain & secure a position that will enable me to use my skills, as well as my ability to work well with people. I am always up for a challenge that will enhance my career goals while benefiting the company.”

WORK EXPERIENCE

Company Name: Credencys Solutions

Designation: Customer Success Executive

Responsibilities:

- To understand the sales campaign assigned which includes Region/ Territory/ Services/ Products/ Customer-Personal
- To create/understand a plan of action based on the goals of the sales campaign assigned.
- To source new sales opportunities through outbound cold calls and emails and follow-ups.
- To research on customer needs, intents and requirements.
- Pre-sales Analysis on the lead background, Profile, Product, Customer to know the Lead Potential.
- Used tools like Hubspot, Anyleads and Mailchimp.
- To work with data miners to research accounts, identify key players and generate interest.
- To route qualified opportunities to manager for further development and closure.
- To provide effective online demos to prospects.

Duration: April'17 to Present

Company Name: KCS (Krish Compusoft Services Pvt Ltd)

Designation: Business Development Executive- Products

Responsibilities:

Product Specialist:

- Used Sources like: Google, LinkedIn & Facebook to create a new lead (Database).
- Email marketing platforms: i) Outlook ii) Mail chimp: Created Templates for E-mail Campaigns.
- Generating Potential leads.
- Responsible to set up meetings with potential leads (Directors / Managers) by cold calling and understanding their requirements.
- Responsible for giving Demo Presentation to clients Via Skype call as well as visiting them face to face.
- Responsible for creating techno commercial proposal and submitting it to the clients.
- Responsible for creating a strong professional network that can result in solid referrals.
- Handle existing clients of the company (CRM).

Duration: Oct'2016 to April'2017

Company Name: WUN Systems

Designation: Sales Development Representative

Responsibilities:

Sales Development Representative:

- Reviewing Keywords and find out New Leads.
- Research potential customers within the assigned territories.
- Used Sources like: Google, Bing, Yellow Pages, White Pages, LinkedIn, Facebook, Yelp, etc. to find out a new lead.
- Generating/Punching New Leads into Salesforce.
- Email Marketing: Email the Leads which is punched into the Salesforce.

Duration: 23rd March'15 to 30th September'16

EDUCATION

C. U. Shah College of engineering and technology (**Bachelor of engineering 6.30/10**) May, 2014

Naimisharanya High school (**HSC 55%**) May, 2010

The K.P.E.S English School (**SSC 74.31%**) May, 2008

TECHNICAL SKILLS

Programming Languages	Asp.Net
Operating Systems	WINDOWS
Database Systems	My SQL
Web Technologies	HTML, CSS, HTML5, CSS3 & JavaScript
Others	Pinnacle studio, ADOBE DREAMWEAVER, ADOBE PHOTOSHOP, ADOBE Illustrator (Beginner).

ACADEMIC PROJECT

Project Title : Job Portal

Duration : 7th & 8th Semester

Language & Tools: Asp.Net with Linq, SQL server 2008

- The **Job Portal** is a system developed for main purpose of interaction between job provider & job seeker.
- If user wants to apply for a job he/she have to initially create their account by registration process by filling each of his/her personal details.
- If anyone's resume gets selected he/she gets notified by receiving E-Mail from company.
- Designed web pages.
- Created database.

CO-CURRICULAR ACTIVITIES

- Secured 2nd position in event “**Group Dance Competition**” at Dharamsinh Desai University (DDIT).
- Secured 2nd position in event “**CCET Got Talent**” at C.U.Shah College of Engineering & Technology.
- Participated in **Robo-war & Robo-race** held at C.U.Shah College of Engineering & Technology.
- Participated in **Director’s cut** held at Dharamsinh Desai University (DDIT).

CERTIFICATION

Web & Graphic Designing from Agile Infoways (2015)

Duration: 6 Months.