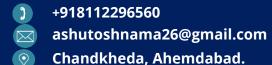


www.linkedin.com/in/theperfectionorganization

Contact Details:



Qualification:

- Post-Graduation (M.Com)From Commerce College, Kota
- Graduation (B.Com)
 From Commerce College, Kota

Certifications:

- **★** SasS Sales Account Executive From Aspireship, USA
- Marketing Management
 From GIBS Institute, Bangalore,
 India
- ★ Business Strategy Management From GIBS Institute, Bangalore, India
- ★ Blog Authority From Career Development College London.

Accomplishments:

- ✓ Trickey American English Prononciation From University of California, Irvine, USA
- ✓ Python Programming Language From Stanford University, California, USA
- ✓ Salesforce Sales Trails

 Distant Learning (online)

Business Development Manager

8+ years of Experience Serving IT service Industry for 5+ years.

About -

Experienced Business Development Professional offering proven track record of working with enterprises clients to achieve solutions and drive company growth. Skilled in networking with industry professionals to build lead pipeline and increase client base expertise in Business Consultation helping companies in strategic

Skills

- ✓ RFx (RFP, RFC, RFQ bidding)
- ✓ LinkedIn Sales Navigator
- ✓ Pre to Post sales Strategy Management.
- ✓ Hubspot, Salesforce, Zoho CRM data management. Intent Datamining.
- ✓ Administration and Management Skills.
- ✓ Project Scaling & Time Management on Trello.
- Experience in Go4worldbusiness, Upwork,
 PPH, Wework remotely, workopolic, etc.
- ✓ Website, Software, CRM, AAA games, Ai cloud solution lead generation to sales.
- ✓ Customer Enthusiasm B2B Leadership.
- Enterprise lead generation to closing the deals.
- ✓ Amazon, flipkart, India Mart, E-com.
- ✓ Zoominfo, CrunchBase, Apollo.io, ADAPT, and many platform for Intent data mining.

Experience



Jan,2022 to May,2022

Jun 2017 to Dec.,2022

Oct,2014 to Dec,2015 Ker Infotech Ahmedabad (Gujarat)

IT Tech Services BDM

Web Jalebi Hosting WFH (Rajasthan)

Credit Processing Assistant

ICICI Bank Limited (Kota, Rajasthan) Kota (Rajasthan)

Job Profile

Business Development Consultant

At Aim2Door Solution Pvt. Ltd.

- Worked on Enterprise Mobile App., Website, Software Sales, Crypto, Web3.
- Hubspot CRM administration and building.
- Resource augmentation entreprise level sales via bidding & cold calling.
- Handling the meetings with US & UK based clients.
- Prospecting via LinkedIn sales navigator tac tics & upwork bidding, PPH,.
- Maintaining relationships with existing international clients.
- Strategic planning with CXO, managing Sales team.
- Work on Intent sales data via platform like Zoominfo, Apollo.io, Crunchbase and many more, RFX work.

Helped Organization's in International business set-up as Business Consulting Partner:

- Madhuban Decore
- Star Chemicals
- ❖ Aim2Door Solutions Pvt. Ltd.
- ❖ House No.9 Digital Solution
- CGS Infotech Pvt. Ltd. (Joined on 16th Dec. 2022 for pilot project help)

Important Points:

- ✓ Keen to learn new things
- ✓ Result oriented work
- ✓ Looking for long term relations with Employer
- ✓ Looking for high responsibility with perks and rewards
- ✓ Ready to enter new field, if required or opportunity is given

Personal Information:

❖ Father Name : Mr. Bhagwan Nama

Mother Name : Mrs. Manju Nama

❖ DOB: July, 1994

Languages: Hindi and English

Declaration:

I hereby declare that the information provided above is correct up to my knowledge & belief.

Business Development Manager

at Web Jalebi Hosting

- Managed IT services sales cycles and subscription-based service sales (website development, mobile/web app development, hosting)
- Conducted prospecting via Skype calls and worked with US clients for web domain and hosting service sales
- Researched and prospected clients, educated them about services, and provided demos and presentations
- Complied with standards, policies and regulations to maintain a safe working environment
- Analyzed information and identified issues, providing solutions to problems
- Exceeded goals through effective task prioritization and strong work ethic
- Developed and implemented performance improvement strategies and plans
- Created plans and communicated deadlines to ensure project completion on time
- Optimized e-commerce fulfillment strategy to minimize costs while maximizing profits and customer satisfaction
- Tracked consumer behavior, content management and purchase weight to develop robust customer acquisition and retention programs
- Stayed updated on competitor products and pricing in market served
- Used sales boosters such as launch jacking technology
- Built and managed accurate sales pipeline to maintain high volume of activity
- Worked on Inbound and Outbound leads
- Managed RFX (RFP, RFQ, RFI, RFC) process and provided consulting services

Credit Processing Assistant

at ICICI Bank Limited

• Loan File Process to Disbursement for KCC, Tractor Loans. Telephonic interviews to clients, Qualiyfing the right candidates, Managing the sales team.