

MUKESH SINGH

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Skills

- Client Communication
- Management and Leadership
- Time Management

Languages

- English
- Hindi
- Oriya

Experience

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| Business Development Head | April 2022-Present |
| Sufalam Technologies Pvt. Ltd. – Ahmedabad/Gujarat | |
| Head of Business Development | Aug 2013-Mar 2022 |
| Binary Bakers IT Solutions - Ahmedabad/Gujarat | |
| <ul style="list-style-type: none">• Managed team of 50+, establishing tasks, deadlines and sales target as received and ensured they are met by the business development teams.• Closed new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.• Develop effective working relationships with customers through regular meetings and identify and obtain further sales and business development opportunities.• Coordinate all support functions including finance, operations, IT and HR.• Developed and presented a strategic alliance business plan to senior management and received approval for implementation.• Extensive researching of market opportunities, determination of required resources, and institution of applicable business plans. | |
| Head Of Business Development | Mar 2010 – May 2013 |
| Regius IT Solutions Pvt. Ltd. - Ahmedabad/Gujarat | |
| Business Development Executive | Sep 2007 – Apr 2009 |
| Vineeta Enterprises - Bhubaneswar/Orissa | |
| Assistant Programmer | Sep 2006 – Jun 2007 |
| World Link Technologies Pvt Ltd. - Bhubaneswar/Orissa | |

Education

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| Bachelor's Science: Chemistry | Mar 2003 – Mar 2006 |
| College of Basic Science and Humanities. Bhubaneswar/Orissa | |
| 12th Class Science | Mar 2002 – Mar 2003 |
| DAV PUBLIC SCHOOL, Paradeep/Orissa | |
| 10th Class Science | Mar 2002-Mar 2001 |
| DAV PUBLIC SCHOOL, Paradeep/Orissa | |