



www.linkedin.com/in/theperfectionorganization

Contact Details:



+918112296560



ashutoshnama26@gmail.com



Chandkheda, Ahemdabad.

Qualification:

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

✧ Graduation (B.Com)
From Commerce College, Kota

Certifications:

- ★ SaaS 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 Pronunciation
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, workopolis, 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

July,2022 to
16 Nov 2023



International Business consultant
Aim2Door Solutions Pvt. Ltd.
Ahmedabad (Gujrat)

Jan,2022 to
May,2022



Business Development Executive
Ker Infotech
Ahmedabad (Gujarat)

Jun 2017 to
Dec.,2022



IT Tech Services BDM
Web Jalebi Hosting
WFH (Rajasthan)

Oct,2014 to
Dec,2015



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 enterprise level sales via bidding & cold calling.
- Handling the meetings with US & UK based clients.
- Prospecting via LinkedIn sales navigator tactics & 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, Qualifying the right candidates, Managing the sales team.