YASH BHAVSAR

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Professional Work Experience

1. Third Wave Exim, Ahmedabad	Sales Executive	*June 2013 – May 2015*

Looking after sales and new business development activities for Industrial Networking and Rugged Computing Solutions for Gujarat and Rajasthan.

Responsibilities/Achievements
- Identifying prospective leads, pre-approach, approach, sale and after sales activities
- On-boarded 20+ new Government, PSU and large private sector accounts by strategic market penetration and drove growth of over 200% for the assigned territories worth INR 100M

2. Radixweb, Ahmedabad	Business Development Manager	*Jun 2015 – Oct 2020*

Handling end-to-end sales cycle for software, web and mobile app development services
Vast experience of working with customers from various industry verticals and geographies (US, Europe and APAC)

Responsibilities/Achievements
- Defining and implementing Business expansion/retention strategies aligned with organization's business goals
- Identifying, targeting, acquiring, managing and scaling strategic business accounts and establishing long-term business relationships to churn business up to 1M US$.
- New Business acquisition via inbound as well as outbound activities, planning marketing and SEO support in alignment to sales activities for achieving the sales quota
- Responsible to handle complete sales cycle – outreach, requirement generation and elicitation, sales approach definition, business model suggestion, proposal submission, negotiation, acquiring new logos, account management and escalation handling
- Upsell and cross-sell our offerings to penetrate different BUs of the medium to large scale accounts
- Managing active sales pipeline using CRM, generating various reports/forecast of sales and presenting analytics to top management's review on quarterly basis
- Handling a small team of BDEs - planning, guiding and monitoring team's performance
- Integral part of the sales team which scaled the organizations headcount from 175 to 500+

3. DRC Systems Ltd, Gandhinagar	Business Development Manager	*Nov 2020 – Feb 2021*

Handling end-to-end sales cycle for software, web and mobile app development services for US & Europe regions

Responsibilities/Achievements
- Identifying, targeting, acquiring and managing strategic business accounts and establishing long-term business relationships to churn ongoing business.
- Running various outbound campaigns for Prospecting, engaging, nurturing and consulting CXO profiles and decision makers of different industry verticals

- Understanding software maturity of an organization and proposing digital transformation initiatives thatcan help them to scale profits up to 40%
- Discussing and proposing business and automation solutions wherever applicable that would drive businessgrowth for customers

4. NeoSOFT Technologies, Ahmedabad	Business Development Manager	*Feb 2021 – Apr 2022*

Handling end-to-end sales cycle for Resources on hire as well as Web/Mobile/Cloud development, AI/ML, Blockchain, DevOps, Salesforce/SAP/MS Dynamics Consulting services for the EU, UK, and US regions

Responsibilities/Achievements
- Participating in different IT/Digital Transformation/IoT/Blockchain/AI related events, networking with stakeholders and opening up business opportunities
- Identifying, targeting, acquiring, managing and scaling Enterprise accounts and establishing long-term business relationships to churn business
- Running various outbound campaigns for Prospecting, engaging, nurturing and consulting CXO profiles and decision makers of different industry verticals
- Responsible to handle complete sales cycle – outreach, requirement generation and elicitation, sales approach definition, business model suggestion, proposal submission, negotiation, acquiring new logos, account management and escalation handling
- Understanding software maturity of an organization and proposing digital transformation initiatives that can help them to scale profits up to 40%
- Upsell and cross-sell our offerings to penetrate different BUs of the medium to large scale accounts
- Providing consultation for software development and digital transformation services to prospects for their business growth
- Managing active sales pipeline using CRM, generating various reports/forecast of sales and presenting analytics to top management's review on quarterly basis

4. Hidden Brains InfoTech, Ahmedabad	Business Development Manager	*Apr 2022 – Till Date*

Handling end-to-end sales cycle for Resources on hire as well as Web/Mobile/Cloud development, AI/ML, Blockchain, DevOps, Salesforce/SAP/MS Dynamics Consulting services for the EU and UK regions

Responsibilities/Achievements
- Team Handling/ Pre-sales/ Post-Sales/ Inside Sales/ Customer Account Management
- Inbound & Outbound Lead Execution (End to End Sales Processing)
- Formulating outbound unit and strategies to reach potential customers via various channels
- Establishing the team and processes for rigorous outreach campaigns
- Defining the target segment, geography, accounts/business verticals and do focused approaches
- Create, monitor, evaluate and improve the processes and strategies based on the results
- Create business growth plan and allocating KPIs for the team members and help them achieve the same
- Constantly evaluate the success ratio and make necessary changes in the strategy to keep ourselves ahead of the competition
- Work closely with the management for reporting and visibility, also to get the required support
- Aligning strategy and focus of the organization with the development team (in terms of services or technologies which we want to target) and have required expertise/collateral available
- Create and position the organization's unique selling propositions in the market for generating the interest, work closely with the marketing team for the support

- Participate in business conferences/events and meet prospects to generate business
- Defining all the minute aspects for the outbound approaches including data sources, calling scripts, drip campaigns, sales pitches, product/service propositions etc.
- Assist and motivate the team members to perform at their best, help them improve their skillset and achieve their goals
- Speak with business decision makers CXO profiles, build and nurture strong relationship to identify possible business opportunities
- Organization Business Presentation & Solution Demos, RFPs, SOW Validation, Case Studies Presentations
- Co-ordinating with the Project Managers, Developers for customer required solution and the project milestone achievement
- Channel Partnerships & Vendor Management
- Working with IT Staffing companies for Staff Augmentation/ Resource(s) allocation/ Bench Hire.
- Train the sales team with required information about company's past industry and domain experience so they can better present to prospects and increase the chances of interest generation by pitching relevant stuff
- Generate revenue and add new clients to the organization's portfolio and drive business growth
- Industry/ Domains: BFSI, Oil & Gas, Manufacturing, Telecommunication, Retail, Automobile, Digital Agencies, Logistics, Geomatics Industry, FinTech, EduTech, Healthcare, IT & Software, Recruitment & Staffing Agencies

Education

Qualification	Year	School/College	Board/University	Percentages
MBA (Marketing)	2013	Som-Lalit Institute of Business Management, Ahmedabad	Gujarat Technological University	69.8%
Bachelors of Engineering Electronics & Communication (EC)	2011	Kalol Institute of Technology, Kalol	Gujarat University	58%
Higher Secondary Certificate (HSC)	2007	M.B. Patel Higher Secondary School, Ahmedabad	Gujarat Secondary & Higher Secondary Board	81%
Secondary School Certificate (SSC)	2005	M.B. Patel High School,Ahmedabad	Gujarat Secondary & Higher Secondary Board	87.57%

Internships

Third Wave Exim, Ahmedabad	Management Trainee	*June 2012-May 2013*

- Analyzed the market requirements of Industrial Networking & Computing by conducting Direct Interviews and found out that most of the people were unaware of rugged products.
- Here, joined as a summer intern during MBA. Then based on the performance, I was continued for on job Training (OJT) by the company for the remaining span of my MBA.
- And then I was offered a role for full-time sales after successful completion of my MBA in Marketing.

Projects

● Constructed a running model to control (switch on/off) home appliances using Dual Tone Multiple Frequency (DTMF)	*Aug 2011-Dec 2011*

Achievements/ Awards

● Stood second in Paper Presentation on USB Flash Drives in 3rd semester of B.E.

Computer Proficiency

● Microsoft Office & MATLAB
● Operating Systems: Proficient with all latest Windows OS
● Familiar with CRM platforms like Zoho, Salesforce, Hubspot, Sugar CRM, Vtiger, Odoo, MS Dynamics & SharePoint CRM
● Familiar with various Marketing automation tools like Mailchimp, Apollo.io

Languages Proficiency

● Fluent Speaker and Writer of English, Hindi & Gujarati

Interests

● Listening to Music, Playing and watching football, Photography, Reading, Astronomy, Gardening, Sketching, Psychology, Watching comedy/suspense/thriller movies and web series