

SUMMARY

A results-oriented Business Development Executive with 2 years of experience in IT Infrastructure successfully identifying and closing new business opportunities, building strong client relationships, and driving revenue growth through strategic market analysis and effective sales techniques.

EDUCATION

12th : Science

Madhya Pradesh State Board - Indore(M.P.)  
Mar- 2014

Bachelor of science : Mathematics

Mahatma Gandhi Chitrakoot University-Satna(M.P.)  
2020

DCGA : Diploma in computer graphics and automation

Disha Computer institute: Khadki (Pune)  
2023

Key Skills

- Lead Generation
- Sales Negotiation
- Market Research
- Relationship Building
- Excellent Communication Skills
- Sending quotation to key customer
- Customer Followup
- multiple tasks simultaneously
- Sales Cycle Management

CERTIFICATIONS

- Diploma in computer Graphics and Automation

WORK EXPERIENCE

Techsync Corporation (2023-2024)

Business Development Executive

- Developed and executed a strategic sales plan that increased sales by 25% YoY
- Coordinate and schedule meetings for new lead generation
- Identified market trends and customer needs to shape product development and marketing initiatives.
- Built and maintained strong relationships with key accounts and industry partners resulting in a 95% customer retention rate
- Work collaboratively with other departments to finish daily tasks
- Negotiated contracts and closed deals with C-level executives, resulting in a 40% increase in average deal size
- Provided administrative support, including answering phone calls, responding to emails, and preparing correspondence
- Sending quotations by mail on the requirements received by me

SaiYash Technologies Pvt Ltd (2024-2025)

Sales Executive

- Generated qualified leads
- Built strong client relationships
- Conducted in-depth market research
- developed new partnerships
- Disighning compamy advertising pemplets
- Disighning Flayer, social media post
- Strong negotiation with vendor and clint
- Market trndes