

# Sagar Patel

28 | Male

(+91) 7768004067 | [patel.sagar1492@gmail.com](mailto:patel.sagar1492@gmail.com)

B.E | PGDM (MBA)



## Work Experience

### *Tatvasoft*

#### Business Development Executive

May 2018 - Present

- Part of **Sales team** in finding out the new prospects and managing the clientele across different domains mainly based in Canada
- **Gathering requirements** from the leads generated through **e-mail campaigning, cold-calling and LinkedIn sources**
- Anchoring meetings between Analysis/Technical team and client for better understanding about the project requirement
- Working with Analysis team in preparing the **estimation/quotation** document and negotiating with the client for the approval and taking it to closure
- Coordinating with Technical team and client at regular intervals for **successful delivery of project**

### *Verve Systems Pvt Ltd.*

#### Business Development Executive

July 2017 – May 2018

- Managing the existing clients and identifying new prospective clients mainly based in Europe
- Experience of **cold-calling and email marketing** and writing overall proposals to pitch to the new prospective clients
- Working on **RFPs and RFQs** and taking it to closure including preparing presentation decks and anchoring meetings by coordinating at multiple levels on day to day basis
- Responsible for **budget & resource estimation** and designing the overall pricing structure

### *Infosys Ltd.*

#### Associate Consultant

May 2016 – June 2017

- Working as **Pre-sales resource** for **Enterprise Application and Integration Services** solution team
- Experience of working on proposals based on Sterling OMS platform for clients mainly based in USA and Europe
- Primary responsibilities:
  - **Handling RFPs** and carrying out research to identify the new prospective clients from various domains
  - Anchoring the meetings for timely submission of presentation decks, weekly reports, staffing sheet and budget plans wherein multiple teams are involved
  - **Bid Management** – Working on resource estimation and budgeting to design deal pricing system depending on the requirements of clients which lead to overall pricing structure for different proposals
  - Coordinating and communicating with Finance, Sales, Legal & Delivery teams with respect to proposals on daily basis
- Additional tasks undertaken:
  - Undergone **IBM Sterling-OMS(Order Management System) training**
  - **Reviewed the upgraded Sterling OMS content** and suggested the changes that were required for better understanding and learning

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## Summer Internship

**Vadilal Industries Ltd., Trainee**

**April 2015 – June 2015**

- Studied **Working Capital Management** and **Term Loan Management** and analyzed requirements for **Project Financing**
- Analyzed **Financial performance** of the company with the help of **Ratios**
- Developed understanding about **Export Packing Credit in Foreign Currency** and **Quarterly Information System**
- Acquired basic knowledge about **Foreign Exchange Services** of the company and also how to calculate **Forward rates**

## Academic Achievements

Year	Degree	Board / University	Percentage
2014-2016	PGDM (MBA)	Goa Institute of Management	60.12%
2013	B.E - Computer	Gujarat Technological University	74%
2009	12 <sup>th</sup>	Gujarat Board	84%
2007	10 <sup>th</sup>	Gujarat Board	86%

- Awarded with a certificate of **“Java Developer”** by Sai Management Education Services (Datasoft Solutions)

## Academic Work

<b>Projects</b>	<ul style="list-style-type: none"><li>Financial analysis and Valuation of <b>Wockhardt Ltd.</b></li><li>Studied the <b>impact of advertisements</b> on <b>consumer purchase decision</b></li><li><b>CSR Project with State Bank of India</b> : Helping the farmers to get loan from our client “STATE BANK OF INDIA” for farming purposes</li><li><b>Sai Management Education Services (Datasoft Solutions)</b> Project: <b>ERP (Enterprise Resource Planning)</b> Showed the connectivity between various modules (sales, finance, marketing, etc.) which helps in sharing data easily and thus saves time Prepared <b>SRS(Software Requirements Specification)</b> for the <b>ERP project</b></li></ul>
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## Positions of Responsibility

- Member of **Hospitality team** in annual flagship event **“SAMRIDDHI”** of Goa Institute of Management

## Extra-curricular Activities

- Runners-up Southern zone : MAHINDRA WAR ROOM – 2014**
- Part of the **winning team** of **annual cricket tournament** held at Goa Institute of Management
- Participated in **Java- coding, C- sprint and Query- 203** in **annual fest “technoaspire- 12”** held at Vishwakarma Government Engineering College
- Playing cricket and going on adventurous trips