

KHYATI KADAVALA

CONTACT

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Gandhinagar, Gujarat

SKILLS

Sales initiatives & Techniques
Product Demonstration
Lead Generation
Pricing Structure & Negotiations
Strategic Partnerships
CRM tools
Database Management
Interviews

EDUCATION

Master of Science
Veer Narmad South Gujarat
University
2019-2021

Bachelor of Science
Veer Narmad South Gujarat
University
2016-2019

PROFILE

Dynamic and results-oriented Business Development Executive with nearly three years of experience driving revenue growth and fostering strategic partnerships. Proficient in identifying market opportunities, developing tailored business strategies, and cultivating strong client relationships. Skilled in market research, negotiation, and effective communication to achieve organizational objectives. Proven ability to thrive in fast-paced environments while delivering innovative solutions. Committed to continuous learning and adapting strategies to meet evolving market demands. Seeking to leverage expertise in business development to contribute to the success of a forward-thinking organization.

WORK EXPERIENCE

Business Development Executive

Design N Buy WebToPrint Pvt. Ltd. June. 2024 - Present
Ahmedabad, Gujarat

- Conduct product demonstrations to potential clients, showcasing key features and benefits.
- Collaborate with design teams to customize products based on client requirements.
- Drive international sales by identifying new business opportunities and building strong client relationships.
- Negotiate contracts and pricing with clients to ensure mutually beneficial agreements.
- Provide strategic insights to enhance product offerings based on market trends and customer feedback.

Business Development and Strategic Partnerships Executive

Triodec Solutions Private Limited June. 2023 - May 2024
Ahmedabad, Gujarat

- Identification, development, and closure of new business opportunities in the IT services sector, employing a dynamic approach to client acquisition and relationship management.
- Negotiations and documentation with potential clients, skillfully navigating discussions on service rates, contract terms, and SLAs (Service Level Agreements) to secure profitable deals.
- Sourced, onboarded, and coordinated freelancers and external contractors to ensure the timely and efficient delivery of projects. Managed a diverse team of freelancers, overseeing project workflows, quality assurance, and budget adherence to meet client expectations and project specifications.

LANGUAGES

English	◆◆◆◆◆
Hindi	◆◆◆◆◆
Gujarati	◆◆◆◆◆

- Initiated and negotiated joint ventures and strategic partnerships with other companies to leverage complementary strengths, expand service offerings, and tackle larger, more complex projects. This role involved identifying potential partners, negotiating terms, and managing the relationships to ensure mutual benefit and success of the ventures.
- Cross-functional Team Collaboration

Business Development Executive

Sderatech Private Limited
Ahmedabad, Gujarat

Aug. 2021 - May. 2023

- Initiated and managed the entire sales cycle, from lead generation and qualification through to deal closing and post-sale service assessment.
- Negotiations with potential clients, skillfully navigating discussions on service rates, contract terms, and SLAs (Service Level Agreements) to secure profitable deals.
- Developed and maintained strong relationships with key stakeholders, including decision-makers and influencers, to ensure customer satisfaction and long-term partnership retention.
- Extensive knowledge of all Products and Solutions, serving as a go-to resource for both customers and team members.
- Developed and maintained strong relationships with key stakeholders, including decision-makers and influencers, to ensure customer satisfaction and long-term partnership retention.