

Project Coordinator/ Partner Project Coordinator/ Partner Project Coordinator/ Partner - DBM INFOTECH PVT LTD Young and ambitious with having 5yrs+ of experience in IT Software Product Development & Services. -I Worked mainly on Enterprise Applications like ERP(Custom ERP, SAP Business One, Microsoft Dynamics), CRM, HRM, Ecommerce and Web applications which include's responsibilities of Functional Consulting, Requirement Gathering, AS-IS, TO-Be process, Gap Analysis, Planning, Design, Coordinate Development Team, Change Management and Testing etc. -Successfully implemented ERP application at India's well know organizations like Manman Manufacturing Pvt Ltd (MANMAN INDIA), Mayura Industries, Matrix GPL and AMCO. -Worked as a Project Coordinator/Business Analyst from conception stage to launching stage with startup ventures like Inhospitals Health Services Pvt Ltd (<https://inhospitals.com/>), Enfys Education Pvt Ltd([https:// www.hallticket.com](https://www.hallticket.com) ), AMCO(<http://www.amcopune.com> ) -Also worked with international clients like Innersip LifeStyle, UK (<http://innersip.com/>), RT7 Incorporated(Canada), USA (<http://rt7.net/ca/>), Eliate-Estates (Luton), UK & Eazy Export, UK. -Coordinate with management team and clients to identify business development opportunities with existing and new clients. -Worked with the team to achieve short and long term revenue and profit growth. -Guide, train and motivate team to meet or exceed the organization overall performance or targets. -Attended client conferences and meetings in order to network with new and existing contacts. -Established strong customer relationship by providing accurate and timely information to customers regarding inquiries such as products, pricing, quotes and issues/concerns. -Market competitive analysis to develop roadmap and sales strategy to secure new business. I have years of experience in implementation Enterprise Mobile (mainly Android) apps for CRM/eCommerce/ERP/HRM etc. I have done projects in Ecommerce frameworks like Magento, Opencart, Woo commerce etc. Work Experience Project Coordinator/ Partner DBM INFOTECH PVT LTD November 2012 to Present Software Developer Plural Technology Pvt Ltd August 2011 to October 2012 Education Bachelor of Engineering in Computer Engineering University of Pune - Pune, Maharashtra 2011

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