

SALES AND BUSINESS DEVELOPMENT

CAREER OBJECTIVE

Highly motivated and results-driven professional with a passion for sales, digital marketing, and business development. Proven record of driving revenue growth, building strategic partnerships, and implementing effective marketing strategies. Seeking a dynamic role where I can leverage my skills to contribute to the success of a forward-thinking organization, capitalize on emerging market trends, and foster long-term client relationships. Eager to bring innovative approaches to lead generation, brand promotion, and sales expansion, while continuously exceeding targets and delivering exceptional value to both clients and the company.

Significant Highlights:

- ✓ Customer identification, market research and competitor analysis.
- ✓ Lead generation, strategic planning, business development.
- ✓ Pipeline management for new business and strategic planning.
- ✓ Client relationship maintenance and development
- ✓ Techno-commercial sales.
- ✓ Sales planning and forecasting.

Technical Purview: MS Office, Salesforce & SAP, Sales-QL & Lusha, Auto CAD & SolidWorks.

WORK EXPERIENCE- About 0.6 Years



Significant Highlight :

- ▮ New Business & Account Expansion.
- ▮ Competitive Analysis
- ▮ Sales Lifecycle Management.

Sales and Business development -Senior executive (2024'OCT'03 to Present) TYPE OF INDUSTRY- (IT Service and Consulting)

- ▮ Identifying new business opportunities, expanding customer accounts, and executing go-to-market strategies.
- ▮ Developing and executing Account planning, Proposal, Presentations and Negotiation
- ▮ Extensive experience in selling Siemens NX, Solid Edge, Teamcenter PLM, and Industry 4.0 solutions.
- ▮ Driving the entire sales lifecycle, from suspect identification to closure, ensuring healthy sales pipeline growth.
- ▮ Analyzing industry trends, customer pain points, and competitive landscapes to position solutions effectively.
- ▮ Building relationships with key decision-makers, presenting industrial solutions, and closing deals effectively.
- ▮ Attending industry events, Seminars and expos for networking and business development.

WORK EXPERIENCE- About 1.4 Years



Significant Highlight :

- ▮ Marketing and Sales Excellence.
- ▮ Strategic Sales approach.
- ▮ Client relationship management.

Sales and Business development -Senior executive (2023'May'23 to 30'Sep'24) TYPE OF INDUSTRY- Ed-Tech (Education and Technology)

- ▮ Sales Excellence: Consistent achievement of sales targets through effective prospecting, relationship building, social media connects and strategic sales approaches.
- ▮ Proven ability to develop and execute comprehensive marketing strategies that enhance brand visibility and drive customer engagement.
- ▮ Successful track record in identifying and cultivating new business opportunities, resulting in revenue growth and market expansion.
- ▮ Sharing customer feedback and insights with internal teams to drive product/service improvement.
- ▮ Collaborative approach in working with cross-functional teams to align sales, marketing, and business development efforts for maximum impact.



**(JBM INDUSTRIES
LTD)**

Significant Highlight:

- Project planning and management.
- Tools, Dies and Fixtures development.
- SAP activities.

WORK EXPERIENCE- About 3.7 Years

**New Product Development-Executive (2019'AUG'01 to
2023'May'16) TYPE OF INDUSTRY- AUTOMOTIVE ANCILLARY
(Sheet Metal Assembly)**

- Complete program management for the assigned project.
- RFQ for new projects, including technical feasibility.
- Making investment sheet based on feasibility.
- BOM creation for assigned project
- Project and tool costing (CAPEX management)
- Responsible for ECN implementation in new product development.
- Arranging quotation and finalization of Tools, welding fixtures and Receiving gauges.
- Negotiation project timeline with vendor to overcome failure of target dates.
- Complete line setup including Line layout, machine finalization and installation till commissioning.
- Simulation of machine at design stage at supplier end and machine finalization.
- Preparation of PPAP documents such as PFD, PFMEA, CP, PSW etc. and joint inspection of component with customer for final approval and SOP.

ACADEMIC CREDENTIALS

2015-19	B. Tech. (Mechanical Engineering) ABES Institute of Technology.
2014-15	SSC from CBSE Board (Science Stream)
2012-13	HSC from CBSE Board.

Key Strength:

- Strong willingness to learn new skills and abilities.
- Good communication skill, Sincerity, Hardworking.
- Critical thinking and analytical approach.
- Ability to work under pressure and multitasking.

Training Program:

- Lean Manufacturing
- Daily Work Management
- 7QC Tools
- Self-motivation.

Hobbies:

- Playing Football and Cricket.
- Listening music.
- Riding Bike and Travelling.

Date of Birth: 27th Dec 1996 | **Linguistic Abilities:** English, Hindi, and Maithili.

I hereby declare that the information given above is true. If given a chance, I will try my best to come true to your aspiration and prove my mettle in most challenging situations.