

DAMINI KOTHIYA

BUSINESS DEVELOPMENT EXECUTIVE

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EXPERIENCE

IVENUS- APPLE PREMIUM STORE - SALES EXECUTIVE

1 YEAR [JAN'2019 - FEB'20]

- Helping build up a business by selling products to customers.

CUBICLE INFOTECH - BUSINESS DEVELOPMENT EXECUTIVE

6 MONTHS [MAY - OCT' 2021]

- Improve good knowledge of IT Software Products (i.e. Android & iOS, Flutter, Python, Django, Scrapping, Bootstrap, Blockchain, React, Node, UI/UX, and so on.)
- Bidding on LinkedIn, Freelancer
- Lead Generation

EMPIRIC INFOTECH LLC- BUSINESS DEVELOPMENT EXECUTIVE

1 YEAR [NOV'2021 - PRESENT]

Developing business for Surat's leading IT company Empiric infotech LLP

- Bidding on Upwork, LinkedIn, Freelancer
- Build and maintain fruitful relationships with clients and address their needs effectively & develop the long-term relationship
- Write quotes and proposals for prospective clients
- Lead Generation, Take follow up of clients
- Attend meetings with international clients
- Initial chat with client regarding project and requirements.

SKILLS

- Bidding on various platform
- Excellent proposal writing
- Lead Generation
- Follow-up of leads
- Good communication
- Client coordination

EDUCATION

GOVERMENT POLYTECHNIC FOR GIRLS, SURAT
DIPLOMA IN COMPUTER ENGINEERING [2014 - 2017]