

RISHIT NIMAVAT

BUSINESS / SALES DEVELOPMENT



CONTACT

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PROFESSIONAL

- Lead Generation
- Networking / Prospecting
- Communication
- Strategic Thinking
- Negotiation (Win-Win)
- Deal Closing
- Relationship-building
- Client Review for Testimonial
- Client Feedbacks for Quality Improvement

OUTREACH

- Bidding Portals
- Email Campaigns
- Cold Calling
- Networking Events
- Social Media Outreach



PROFILE

As a skilled Business / Sales Development Executive with 4+ years of experience, I specialize in driving growth, building strong client relationships, and delivering innovative IT solutions. My passion lies in identifying opportunities, streamlining communication, and ensuring every project aligns with client goals.

Why I do what I do: I thrive on connecting businesses with the right technology and strategies to achieve measurable success.

How I do it: By leveraging my technical expertise, market insights, and a collaborative approach, I guide teams and clients from initial inquiry to seamless project delivery.

My Vision? I aim to create value, foster trust, and build lasting partnerships that go beyond one-time transactions.



WORK EXPERIENCE

Acquaint Softtech Pvt. Ltd. OCT 23 - PRESENT
Business Development Executive

- Develop and execute impactful sales campaigns to drive business growth and engagement.
- Identify potential leads, qualify opportunities, and build a robust sales pipeline.
- Maintain accurate and up-to-date records in the CRM for seamless client management.
- Collaborate with technical teams to ensure clear understanding and execution of client requirements.
- Prepare comprehensive documents, including quotes, NDAs, and contracts, ensuring clarity on time and cost.
- Lead negotiations and close deals effectively, fostering win-win outcomes.
- Gather client feedback post-sales to enhance service quality and satisfaction.
- Collect client reviews for testimonials, building trust and credibility for the brand.

CM Expertise Infotech Pvt. Ltd. JUL 21 - SEPT 23
Business Development Executive

- Learned the company's products and services to better connect with clients and drive sales.
- Generated and qualified leads to build a strong pipeline of opportunities.

TOOLS

Outreaching:

- LinkedIn / Sales Navigator
- Email Sequencing
- Blogs and Events
- Social Media
- Waalaxy and Apollo.io

Bidding Portals:

- Upwork
- Freelancer
- People Per Hour
- Fiver

CRM:

- Hubspot
- Freshsales

Essentials:

- Windows/Mac/Ubuntu/Linux
- MS Office / Google Docs
- ChatGPT / Gemini
- Canva

CERTIFICATIONS

- [Communication Foundations](#)
- [Sales Foundations](#)
- [SEO Foundations](#)
- [The Science of Sales](#)

LANGUAGES

- English
- Hindi
- Gujarati

- Understood client needs and communicated them clearly to the development team.
- Prepared accurate quotes for time and cost to meet client expectations.
- Negotiated effectively to close deals, ensuring mutual satisfaction.
- Managed projects from deal closure to delivery, ensuring everything ran smoothly.
- Provided support for third-party integrations, acting as a reliable bridge between clients, the company, and the development team.
- Guided the QA team with scenarios to ensure a high-quality product.
- Oversaw app launches on Google Play Store and Apple App Store, managing updates and API versions.
- Gathered client reviews and feedback to improve quality and build trust.
- Supported and guided the lead generation team, stepping in when needed.
- Helped the marketing team refine content and strategies to attract new clients.
- Reported progress and insights directly to the CEO for better decision-making.

Acquaint Softtech Pvt. Ltd.

MAR 20 - JUNE 21

Business Development Executive

- Started as a DRA (B2B and B2C), quickly learning and transitioning into lead generation.
- Crafted compelling cover letters for bidding portals to attract and engage potential clients.
- Designed impactful presentations and case studies tailored for agency collaborations.
- Worked as a proactive and reliable team player, effectively supporting the team leader's goals.
- Conducted successful email campaigns to reach and engage prospective clients.



EDUCATION

SSC

2012 - 2013

Smt. L.M. Nandola English Medium School | GSEB
PR: 88.76 / 100

Diploma in Computer Engineering

2013 - 2016

RCTI | Gujarat Technological University
GPA: 8.15 / 10.0

Bachelor in Computer Engineering

2016 - 2019

VGEC | Gujarat Technological University
GPA: 7.66 / 10.0

Ready to collaborate and create impactful results together..!