Bharat Bhushan

Business Development Manager

CONTACT NO : +91- 9911738245   **E-mail:bharat.marstech@gmail.com**

PROFESSIONAL SUMMARY

❖ I have more than 4 years of experience in sales of website, web applications, custom software's like (HRMS ,INVENTORY MANAGEMENT ,AMC MANAGEMENT) CRM ,Concept Automation , Process Automation, mobile app and SEO,SMO digital branding .

❖ Prospect for potential new clients and turn this into increased business by cold call as appropriate market ensure a robust pipeline of new opportunities.

❖ Meet potential clients by growing, maintaining, and leveraging my network.

❖ Identifying client requirements and offering them with latest technological and write attractive proposals for clients.

❖ Proposal writing, follow-up, requirement gathering, the link between the development, designing, team and client

❖ I am expert in project management, client rapping, requirement analyses Project price estimation, proposal creation, quotations sharing and talking with client and closure.

❖ Maintain relation with key accounts by calling them and emailing them and exploring their needs

❖ I am expert in project management in increases cost domestics clients as well as forerunner's clients.

❖ I have also work in enlace , upwork, freelancer portal to bidding online marketing .

❖ Good communication, Strong analytical and problem solving skills.

AREAS OF EXPERIANCE

Researching target markets	Attracting new customers
Inspiring others	Enhancing relationships
Reducing costs	Identifying opportunities& Rapport building
Closing deals	Sales strategies & Market assessment

ACHIEVEMENTS (Show Some My Corporate Clientele)

Bajaj Motors ltd   Allied Nippon
Lark Llaboratories india limited   Semco India pvt. Ltd
Oppo India   Lotus Stelmet pvt ltd

PROFESSIONAL EXPERIENCE

❖ Worked as a Business development executive (Intern sales) at Zeecoreweb , Janak Puri Delhi from 10-jan-2012 to July 2012 .

❖ Worked as a Team Lead (web application and software sales domestics) at Marscoders Technology, Noida from Aungust-2012 to November 2015.

❖ Working as a Business Development Manager (Corporate IT Sales) at ST websoft Pvt. Ltd, from November 2015 to till now.

ACADEMIC QUALIFICATION

QUALIFICATION	UNIVERSITY/BOARD	YEAR	Stream	Marks (%)
Diploma(GNIIT)	NIIT	2009-2012	Software Engineer	75.5 %
BSC(IT)	Kuvempu University	2009- 2012	Computer Science	GRADE: B
Intermediate	C.B.S.E.	2006-2008	Mathematics	60 %
High School	C.B.S.E.	2005-2006	Science	55 %

PROFESSIONAL COURSE

❖ **Diploma** of Software Engineering (**GNIIT**) from **NIIT**.

Technology know

- ❖ **Platforms:** Windows XP/ Windows 7/Linux.
- ❖ **Programming Languages:** php, asp.net ,C#.
- ❖ **Database:** MySQL, MS- SQL-Server
- ❖ **SAAS ,Cloud Computing ,ERP Solution, CRM Solutions & custom solution**
- ❖ **Web Technology:** cake php, Magento, Wordpress, Servlet 3, Spring, Html, CSS, JavaScript, JQuery, and Ajax
- ❖ **Mobile technology : andoriod , Ios**
- ❖ **Digital Branding Solution with SEO, SMO,SMM.**

PERSONAL DETAIL

Date of Birth   **:** 20 DEC 1990
Father's Name   **:** Anil Prasad.
Permanent Address: B -70 das garden dwarka mor baorola new delhi -110043
Local Address   **:** B -70 das garden dwarka mor baorola new delhi -110043
Language Known   **:** Hindi, English

DECLARATION

I hereby declare that information given is true to best of my knowledge.

DATE: **BHARAT BHUSHAN**