



Rajendra Singh Rajput

Business Development
Manager

Contact

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Skills

- Sales training and leadership
Advanced
- Digital Marketing
Advanced
- Pipeline development
Advanced
- Order management
Advanced
- Sales pipeline management

Experienced Development Manager adept in brand positioning strategies and managing product budgets, with exceptional sales and marketing talents. Skilled in converting sales leads, managing accounts, and driving strategic planning. Proficient in monitoring trends and seizing emerging opportunities, dedicated to achieving market-leading results.

Accomplished Business Development Manager with a history of transforming operations, fostering overachieving teams, and exceeding targets with a results-driven approach. A natural leader and problem solver, experienced in product testing, management, and business development.

Work History

2023-12 - Current
Business Development Manager
(Krixi Solutions Pvt Ltd. Pune) JFS Technologies

Key Skills--

Proficient in Sales & Marketing Tools:
Zoom info, Linked In Sales Navigator, Apollo.io, CRM - Salesforce/Zoho, Slintel Bulk E-Mails Google Suite, Office 365, WordPress, Canva

- Lead Generation & Lead Qualification Expert
- Sales Presentation Specialist
- Performance Metrics Achiever
- CRM & Time sheet Management Pro
- Prospect Intelligence Analyst
- Customer Persona Developer
- Database Creation & Research Expert
- B2B Sales Strategist
- Communication Skills Master
- Independent & Self-Sufficient Professional

-Expert in C-Level Executive Engagement & Relationship Building
-Strategic Sales Planning & Market Analysis
-Revenue Growth & Business Development
-Team Leadership & Performance Management

Professional Highlights:

Demonstrated excellence in using advanced sales and marketing platforms to engage key decision-makers and secure significant business opportunities, particularly in **AI , ML technology, data science, and cloud computing**. Successfully led sales initiatives for **mobile applications (Hybrid & Native platforms), front-end, back-end, and DevOps solutions, and custom healthcare software**, achieving consistent sales growth and expanding market presence. Skilled in crafting tailored messages to influence **C-level** executives and enhance brand visibility and stakeholder relations.

Achievements:

Implemented strategic sales campaigns leveraging LinkedIn Sales Navigator and Zoom Info, leading to increase in qualified leads and growth in revenue. Mastered Apollo.io and Slintel to conduct in-depth market and competitor analysis, enabling data-driven decision-making and targeted marketing strategies that outpaced competitors.

	Advanced
Revenue and profit maximization	
	Advanced
Effective negotiator	
	Advanced
Budget development	
	Advanced
Relationship building and management	
	Advanced
Goals and performance	
	Advanced
Critical and creative thinking	
	Advanced
Marketing	
	Advanced
New Business Development	
	Advanced
Marketing strategy	
	Advanced
Creation of sales comp structures	
	Advanced
Strategic planning	
	Advanced
Sales expertise	
	Advanced
Research	

2021-10 -
DEC-2023

Business Development Manager

Ram Antivirus Pvt.Ltd. Pune

- Led SME, corporate, direct, and channel sales for antivirus solutions, focusing on cybersecurity and delivering tailored solutions to meet client needs.
- Excelled in prospecting new clients and building long-term relationships, driving business growth through effective communication and sales strategies.
- Developed and executed digital marketing campaigns and web redesign for cybersecurity solutions, enhancing brand visibility and data security compliance.
- Managed client relationships, providing after-sales support, and increasing the client base by identifying new market opportunities.
- Created and negotiated business proposals and contracts, ensuring adherence to cybersecurity compliance and legal standards to build client trust.
- Led business meetings, writing proposals, and delivering presentations to C-level executives, driving sales of antivirus and IT solutions.
- Collaborated with internal teams to address client challenges and opportunities, increasing revenue and market share in Indian and international markets.
- Conducted market research to develop a growth strategy focused on financial gain, customer satisfaction, and cybersecurity-driven solutions.

2015-12 -
2021-10

Senior Sales Operations Manager Yippee Technology Pvt Ltd.

- Conducted in-depth research to generate leads for IT software solutions, web development, digital marketing services, and ERP/CRM software, driving customer acquisition and business growth.
- Led a 40-member team to coordinate sales efforts, leveraging research-driven insights to engage clients and secure new business opportunities.
- Solicited business for Networked IT Services such as IT Network Security, IoT, Product Engineering, and Managed Services, achieving assigned business targets.
- Developed business strategies and streamlined

	Advanced
Team building expertise	
	Advanced
Strong sales proposal writer	
	Advanced
Database Management	
	Advanced
Excellent listening skills	
	Advanced
Operations	
	Advanced
Customer satisfaction	
	Advanced
Quality control	
	Advanced
Staff Management	
	Advanced
Financial operations	
	Advanced

2013-12 -
2015-12

communication processes, focusing on IT Infrastructure support services, Solution Selling, and Enterprise Network Management Solutions.

- Opened new accounts and built a robust sales funnel through cold calling, networking, and client engagements to meet sales targets for IT services.
- Conducted product demonstrations, tailored sales pitches, and negotiated contracts for IT solutions, including ERP and CRM software, successfully closing deals.
- Managed client relationships, addressing delivery issues, and developing strategies to increase client satisfaction and secure more business.
- Forecasted and achieved monthly business targets by offering bundled IT solutions to enterprise customers, ensuring continued growth and profitability.

Assistant Professor

SSBT COET Bambhori, Jalgaon

- Taught Engineering Design, providing support to students by addressing complex concepts during office hours.
- Collaborated with faculty to enhance course descriptions and integrate relevant topics into the Engineering Design curriculum.
- Graded papers and provided timely feedback to help students improve their understanding of challenging design concepts.
- Assisted students in finding internships and learning opportunities related to Engineering Design.
- Received consistent positive feedback from students through official university surveys, reflecting effective teaching and support.

2012-07 -
2013-12

Mechanical Design Engineer

Chaitanya Companies , MALKAPUR

- Tested feasibility, design, operation and performance of equipment, components and systems.
- Collaborated with teams to develop and implement product improvements to enhance performance.
- Designed ventilation systems for cleanrooms and general manufacturing facilities.
- Tested and analyzed equipment design and performance feasibility to determine potential ROI.
- Supported engineering design development through analysis and simulation of prototypes and 3D computer models.

- Liaised with stakeholders to define and document design requirements.
- Created parts for machining, sheet metal fabrication and injection molding.

Education

2005-07 - **Masters in Engineering: Mechanical Engineering (Machine Design)**
2011-04
SSBT COET Bambhori Jalgaon - Jalgaon

Accomplishments

- Achieved record-high client growth in One Year by developing a comprehensive sales and marketing plan.

An University Chess & Volley ball Player

Played on behalf of University Team in 2008.