

# AMIT.R.MODI

**Address:** 14. D. B. Tupe Building.

Hingane Lane Hadapsar.

Pune 411028.

Maharashtra State.

India.

**Mobile:** 9370713497

**E-Mail:** [amitmodi11998@gmail.com](mailto:amitmodi11998@gmail.com)

**Experience:** 03/2015 – Presently Affirm Services Consultancy Private Limited Pune

**Designation:** Senior Business Development Executive

## **Responsibilities:**

Worked with Affirm Services Consultancy Private Limited which as a third party and partners with various clients to promote their new and existing Information Technology products and user experience and user interface services.

Worked on various campaigns like Budget Authority Need Timeline (BANT), white paper, Webinars.

Facilitated Demand Generation, lead generation, appointment setting through cold calling and sending of white papers, brochures, marketing materials, etc.

For a BANT campaign the number of questions asked to the prospects and took confirmation were around 7- 8 and if it was white paper or webinars then the number of questions and its confirmations were 4-5.

Dailed approximately 60 calls every day Dialed Europe, Asia Pacific, Middle East locations during the beginning of the day and the United States, Brazil, Mexico and Canada locations during the most part of the day.

Informed the Prospects about the various software products and services which Dialed Europe, Asia Pacific, Middle East locations during the beginning of the day and the United States and Canada location during the most part of the day.

Responsible for business development and end-to-end sales of the Information Technology products and user experience and user interface services in all the verticals with focus on Net new, Public Sector Units (PSUs) and Enterprise Accounts.

Used LinkedIn, Company Websites, Zoominfo, Manta.com etc. to do the contact discovery of the prospects profile as per the specifications provided by the Company.

Data discovery made on various parameters like Job Title, Revenue Size Link, Employee Link, Job Title Link, First Name, Last Name, Email Address, Contact Details, Industry, Geography revenue size, mailing address etc.

Approached Prospects at C-Levels, V-Levels, Directors, Managers etc. based on campaign specifications.

Interacted with Executive level decision makers of Small, Mid, Large size companies and Fortune 500 Companies as well.

Target Industries included Information Technology, Manufacturing, Automotive, Government Organizations, Non-Profit Organizations, Retail, Health care, Banking, Insurance, and Education etc.

After completion of the Sales the details of the prospects were uploaded on the Information Technology Business Processes (ITBP) platform and the call recording were uploaded in the respective campaign folder. This was done on a real time basis so that the same Lead is not scored by other Colleagues.

**Experience:** 06/2002 – 02/2015 Modi Agencies Pune

**Designation:** Real Estate Consultant

## **Responsibilities:**

Assisted Father and Uncle in Family business of Real Estate including selling of Land, Plots, and Flats in Pune Satara, Karad and Kolhapur.

**Qualifications:**

(A total of 5 years of MASTERS EDUCATION in COMMERCE FIELD)

EXAMINATION	BOARD/UNIVERSITY	YEAR	CLASS
B.COM	POONA	1998-99	FIRST
M.COM	POONA	2001-2002	SECOND

**Other**

– Computers: Basic - MS Office, Tally Package, C, C++, VB.Net 2.0,

**Qualifications**

SQL Server, ADO .Net.

– Typing speed: 52 wpm

**Personal**

– Date of Birth:

3<sup>rd</sup> July 1976

**Details:**

– Marital Status:

Married.

– Passport Details:

Passport No:

K-6836657

Place of Issue:

Pune Maharashtra

Date of Issue:

15<sup>th</sup> Feb 2013

Date of Expiry:

14<sup>th</sup> Feb 2023