



KEVAL PATEL

Sr BUSINESS DEVELOPMENT MANAGER

CONTACT

Phone: 7359961709

Email: patelkeval71@gmail.com

Address: 7B-907, Green City, Adajan,
Pal, Surat, Gujarat, 394510

EDUCATION

2014 - 2016

Charusat University, Gujarat, India

Masters in Business Administration
(MBA) - Marketing

2011-2014

**University of Tilak Maharashtra
Pune, India**

BBA - Marketing

SKILLS

- MS Office
- G-Suite
- Sales Management
- Client Acquisition
- IT Sales
- Platform: Upwork, Guru, LinkedIn
- IT Lead Generation
- Team Management
- Time Management
- Relationship Management
- Multilinguistic - English, Gujarati & Hindi

PERSONAL PROFILE

Being a BDM with a proven track record of driving revenue growth and expanding client base.

Proactively identifies and capitalises on new business opportunities through strategic market analysis and networking. Develops and maintains strong client relationships in order to meet sales targets and ensure customer satisfaction. Skilled at contract negotiations, closing deals, and delivering tailored solutions. Collaborates across departments to align strategies and ensure seamless execution. A persuasive communicator with exceptional presentation skills who drives business success through effective sales and relationship management.

WORK EXPERIENCE

Codezee Solutions Pvt Ltd | Surat
Business Development Manager

Sep 2022 - Present
10 Months

- **Business Development:** Proactively identify and pursue new business opportunities in the IT industry. This includes lead generation, market research, and networking to expand the client base.
- **Client Relationship Management:** Build and maintain strong relationships with clients, understanding their IT needs and providing tailored solutions. Ensure client satisfaction and act as a trusted advisor.
- **Sales and Revenue Generation:** Drive sales efforts, meet or exceed sales targets, and negotiate contracts. Present IT products or services to clients and effectively close deals.
- **Market Analysis and Strategy:** Conduct market analysis to identify trends, competition, and customer demands. Develop and implement effective sales and marketing strategies to gain a competitive edge in the IT market.
- **Proposal and Contract Management:** Prepare compelling proposals and quotations, tailored to clients' requirements. Negotiate contract terms and conditions, ensuring compliance and profitability.
- **Collaboration and Teamwork:** Collaborate with internal teams such as technical experts, project managers, and delivery teams to ensure successful project execution and client satisfaction.
- **Technological Expertise:** Stay updated on the latest IT technologies, trends, and industry best practices. Possess in-depth knowledge of IT solutions and effectively communicate the value proposition to clients.
- **Account Management:** Manage and grow existing client accounts, ensuring long-term relationships and repeat business. Provide exceptional customer service and support, addressing any concerns or issues promptly.
- **Market Intelligence:** Gather and analyze market intelligence, competitor activities, and customer feedback. Utilize this information to adapt sales strategies and identify new opportunities.
- **Reporting and Analysis:** Track and report sales performance, pipeline, and revenue forecasts. Analyze data to identify areas for improvement and make data-driven decisions.

Tecocraft Infusion Pvt Ltd | Surat

Business Development Manager

Feb 2022 - Aug 2022

8 Months

- Experienced IT Upwork Business Development Manager (BDM) with a proven track record of securing new clients and driving revenue growth. Utilizes market analysis and strategic networking to identify and engage with potential clients. Expertly tailors IT solutions to meet client needs, exceeding sales targets and consistently delivering results.
- Collaborates seamlessly with cross-functional teams, including technical experts and project managers, to ensure seamless project delivery and exceptional client satisfaction. Builds and maintains strong client relationships through effective communication, understanding their unique requirements, and providing tailored solutions.
- Highly skilled in contract negotiation, proposal development, and pricing strategies to maximize profitability. A proactive and goal-oriented professional, constantly staying updated on industry trends and leveraging market intelligence to identify new opportunities and stay ahead of the competition.
- Overall, a results-driven IT Upwork BDM who excels in client acquisition, revenue generation, and fostering long-term partnerships, driving business growth and success.

Ohoshop Mcommerce Pvt Ltd | Ahamedabad

Business Development Manager

Jan 2019 - Jan 2022

36 Months

- As an E-commerce Business Development Manager (BDM), I am responsible for driving business growth in the mobile and Web commerce industries. I actively seek out and pursue new opportunities, while also cultivating strong client relationships and providing tailored solutions. I am in charge of meeting sales targets, negotiating contracts, and presenting clients with the benefits of mobile and Web commerce. I align strategies and ensure the successful implementation of E-commerce solutions by collaborating with cross-functional teams. I analyse market data to make informed decisions and contribute to the improvement of products and services while staying up to date on industry trends. Overall, as an E-commerce BDM, I am a strategic and results-driven professional committed to increasing revenue and positioning your company as a mobile commerce leader.

E-Procurement Technologies Ltd | Ahamedabad

Business Development Executive | Team Lead

Feb 2016 - Jan 2019

36 Months

- **Lead Generation:** Proactively identify and generate leads through various channels such as market research, networking, and cold calling. Identify potential clients and initiate contact to explore business opportunities.
- **Client Relationship Management:** Build and maintain strong relationships with clients by understanding their IT needs and providing suitable solutions. Act as a trusted advisor, effectively communicating the value proposition of your company's IT services or products.
- **Sales and Revenue Generation:** Drive sales efforts to meet or exceed sales targets. Present and demonstrate IT solutions to clients, addressing their pain points and showcasing the benefits of your offerings. Negotiate contracts and pricing to close deals successfully.
- **Market Analysis and Strategy:** Conduct market research and analysis to identify industry trends, competitors, and customer preferences. Develop effective sales and marketing strategies to position your company competitively and maximize business opportunities.
- **Proposal Development:** Prepare compelling proposals and quotations tailored to client requirements. Clearly outline the scope of work, deliverables, timelines, and pricing to present a comprehensive solution to clients.
- **Collaboration and Teamwork:** Collaborate with internal teams, including technical experts, project managers, and delivery teams, to ensure successful project execution. Coordinate efforts to meet client expectations and ensure seamless project delivery.
- **Industry Networking:** Actively participate in industry events, conferences, and networking opportunities to expand professional networks and promote your company's IT solutions. Stay updated on the latest industry trends and technologies.
- **Relationship Building:** Nurture existing client relationships to encourage repeat business and referrals. Provide exceptional customer service and support, addressing any concerns or issues promptly.
- **Reporting and Analysis:** Track and report sales performance, pipeline, and revenue forecasts. Analyze data to identify areas for improvement and make data-driven decisions to optimize business development strategies.
- **Continuous Learning:** Stay updated on the latest IT technologies, solutions, and industry best practices. Continuously enhance your knowledge and skills to effectively communicate the value proposition of your company's offerings.
- **Team Leading:** Overseeing team performance, providing guidance and support, and ensuring successful project delivery.

DECLARATION

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.