

Payal Patel

Sr. Business Development Executive

CONTACT

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EDUCATION

Master's degree, MBA (2014)

Rajasthan Technical University, Kota
| Location: Udaipur, India

(GPA: 74%)

RELEVANT SKILLS

- Data Analytics
- Research & Strategy
- Negotiation
- Marketing- Outbound & Inbound
- Communication
- Automation & optimization
- Microsoft Office
- Zoom, Loom, Snovio, Kayako
- Zoho - CRM, Desk, Campaign, SalesIQ, Projects

Business developer and consultant with 7+ years of experience in product sales, business consulting, customer engagement, process optimization, reducing sales cycle, managing pre-sales and post-sales activities. Result oriented and adapting change management.

PROFESSIONAL EXPERIENCE

Sr. BDE
Dec 2018 – Feb 2023
(Radixweb, Remote)



- Focusing on diversified growth of SaaS product for print ecommerce and order management.
- New market approach and strategy development
- Representing brand at exhibition and events
- Prospecting, profiling, analysis, demonstration, presentations
- Proposal, accounts management,
- Key Countries: Australia, NZ, APAC, European countries

Sr. BDE
Sep 2017 – Oct 2018
(Rightway Solutions, Onsite)



- Develop and implement marketing plans
- Develop & maintain lead database and resellers
- Online & offline demonstration, business analysis
- After sales support, activity reports, revenue forecast
- Webinar organising
- Key Countries- APAC, Middle East

BDE
Aug 2015 – Aug 2017
(Onsite)



- Lead generation, bidding, cold calling
- Need identification, Financial viability
- Data collection, technology research
- Activity prioritization, knowledge sharing
- New market development,
- Key countries- UK, USA, Canada

Personal Profile

Current CTC: 8.60
Location: Vadodara
Nationality: Indian
Gender: Female
Date of Birth: 03-11-1991
Status: Married

Assistant sales manager
July 2014- July 15
(Onsite)

- Agency channel development, new customer acquisition
- Training and support to agency channels
- Reporting, presentations, negotiation,
- Establishing new relation and maintain recurring
- Tax benefits, commissions and saving ideas



Achievements

- [Certificate of inbound sales](#) by HubSpot Academy
- Certificate fo AWSome day by Pacific Amazon Web Services, Ahmedabad
- Certificate of Youth Empowerment conducted by Ahmedabad Management Association, Ahmedabad
- Certificate of Looking beyond Limits by Kamal Dabawala- JCI training, USA

Annexure:

<https://docs.google.com/document/d/1ZQ-hLHdu2zXLicWsxO6ofhOcPUB4GA5fl6foPWJkm8/edit?usp=sharing>