

# RESUME

**Mr. Dinesh Ramashray Yadav**

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## Objective

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To obtain a challenging and rewarding Business Development Executive position in a dynamic and fast-paced environment where my skills, experience, and drive can contribute to the success of the organization.

## Professional Summary

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"Dynamic and results-driven Business Development Representative with a passion for sales and a talent for identifying new business opportunities. Skilled in using various sales techniques to engage and motivate prospects, resulting in increased sales and customer satisfaction. Excellent communication and interpersonal skills, with a positive and persistent attitude. Adept at leveraging market and industry knowledge to create compelling sales pitches and presentations. Proven track record of exceeding quotas, building and maintaining strong client relationships, and driving growth for the company."

Skilled in | New Business Development | Prospecting | Cold Calling | Lead Generation & Management | Key Accounts Management | Customer Relationship Management (CRM) | Sales Reporting and Forecasting | Team Building | Team Collaboration and Coordination | Market Research | Microsoft Office |

## Tools Used:

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### CRM Platforms:

HubSpot, Freshworks, Zoho

### Communication Platforms:

Microsoft Teams, Zoom, Google meet

### Lead Generation Tools:

LinkedIn Sales Navigator, SalesQL, Lusha, ZoomInfo, Hunter.io, Snov.io

## Work Experience

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### 1. Senior Sales Executive at Accelirate Softech

**Region: - USA, (UAE)**

**(March 2023 to February 2024 , ~ 1 Year)**

Accelirate is a distinguished provider of RPA/Automation and Integration services, specializing in supporting organizations with their integration and automation needs. Leveraging no-code/low-code platforms, like MuleSoft.

MuleSoft is a leading provider of cloud-based integration solution.

As a SaaS offering, the Anypoint Platform enables organizations to connect applications, data, and devices seamlessly across on-premises and cloud environments. It provides a scalable and flexible integration solution without the need for on-premises infrastructure, empowering businesses to streamline their operations, accelerate digital transformation, and drive innovation.

#### **Roles and Responsibilities: -**

##### **1. Prospecting and Lead Generation:**

- Conducted targeted prospecting activities to identify potential leads within defined market segments or industries.
- Utilized various tools and channels, including cold calling, email campaigns, social media outreach, and networking events, to generate new leads.
- Employed research techniques to gather information about prospects, including company size, industry trends, pain points, and decision-makers.

##### **2. Lead Qualification:**

- Conducted thorough qualification of leads to assess their potential as viable prospects for the company's offerings.
- Utilized qualifying criteria such as budget, authority, need, and timeline (BANT) to evaluate lead suitability.
- Engaged prospects in meaningful conversations to uncover their challenges, goals, and priorities, aligning them with the company's solutions.

##### **3. Appointment Setting:**

- Scheduled appointments and qualified leads for outbound sales representatives to further pursue and close.
- Managed calendars and coordinated schedules to ensure efficient use of sales representatives' time.
- Provided prospects with necessary information and resources to prepare them for appointments, ensuring a productive discussion.

#### **4. Pipeline Management:**

- Maintained a structured and organized pipeline of leads, tracking their progress through the sales process.
- Updated CRM (Customer Relationship Management) systems with detailed information on lead interactions, statuses, and next steps.
- Regularly reviewed and prioritized leads based on their likelihood to convert, ensuring focus on the most promising opportunities.

#### **5. Performance Analysis and Optimization:**

- Analyzed sales data and metrics related to prospecting and lead generation activities, identifying trends, patterns, and areas for improvement.
- Generated reports and insights to inform decision-making and optimize prospecting strategies and tactics.
- Collaborated with sales and marketing teams to refine target audience criteria, messaging, and outreach approaches based on performance data.

#### **6. Training and Development:**

- Participated in ongoing training and development programs to enhance sales skills, product knowledge, and industry expertise.
- Shared best practices and insights with colleagues to foster a culture of continuous learning and improvement within the sales organization.

**Tools:** Microsoft Office 365, HubSpot, SalesQL, ZoomInfo, Freshcaller, Callgear, LinkedIn Sales Navigato

## **2. Senior Business and Account Development Executive at Commerce Pundit**

**Region: - USA**

**(July 2021 to till March 2023, 1.8 Years)**

An Atlanta based Top Web development and eCommerce solutions provider, Commerce Pundit is the hub for all eCommerce web solutions. Commerce Pundit had spent countless hours perfecting websites, nailing successful digital marketing strategies and living up to our mantra - Design. Develop. Grow.

### **Roles and Responsibilities: -**

1. Prospecting and lead generation: Identifying and pursuing new business opportunities through a variety of channels, such as cold calling, email outreach, LinkedIn and networking events.
2. Qualifying leads: Evaluating leads to determine if they are a good fit for the company's products or services.
3. Building relationships: Nurturing relationships with prospects and clients to build trust and foster long-term partnerships.
4. Presenting solutions: Developing and delivering compelling presentations that demonstrate the value of the company's products or services to potential clients.
5. Closing deals: Negotiating deals and closing sales to meet or exceed sales targets.
6. Account management: Building and maintaining strong relationships with existing clients to drive repeat business and cross-selling opportunities.
7. Market analysis: Monitoring market trends and competitor activity to stay ahead of the competition and identify new business opportunities.
8. Reporting and forecasting: Tracking progress against sales goals and providing regular reports on performance and activity to the sales and management teams.
9. Collaborating with team: Working closely with other members of the sales and marketing teams to develop and execute sales strategies.

**Tools:** Microsoft Office 365, Freshworks, Freshcaller, Lusha, Snov.io, LinkedIn Sales Navigator

### **3. Business Development Executive at HALSTON SOFTWARE Pvt. Ltd.**

**Region: - USA, EUROPE (UK, IRELAND)**

**(June 2019 to July 2021, 2.1 Years)**

Halston is a specialist provider of Solutions for Managing Large-Scale, Distributed and Hybrid Networks and supplier and integrator of systems and solutions for the industrial and Process automation industry. Our team of veteran engineers have commissioned critical projects for major accounts across the globe by locally developing and integrating technologically advanced software solutions.

Halston is a India representative for Kratos Networks (formerly Newpoint Technologies, Inc.) and Gambit Communications.

#### **Roles and Responsibilities: -**

1. Prospecting, generating, qualifying, processing and following up on leads and appointment setting.
2. Collaboratively work with the VP-Global sales to develop lead generation strategies to generate new opportunities with prospective customers.
3. Initiates lead generation strategies.
4. Providing consistent, concise, accurate internal and external communications
5. Effectively communicate and present the product solution and value proposition to customers.
6. Providing consistent, concise, accurate and timely weekly/monthly sales activity reports to management.
7. Working collaboratively in a team environment and independently.
8. Developing and maintaining strong relationships
9. Demonstrates a commitment to the technology industry staying educated on the new regulations, our product solutions changes, innovations and trends.
10. Achieving sales lead gen and appointment quota

**Tools:** Microsoft Office 365, Zoho, Skype, LinkedIn

#### **4. International Marketing Executive at Hilton Metal Forging Ltd.**

**Region:** - USA, CANADA, UK

**(April 2017 to May 2019, 2.2 Years)**

Hilton Metal Forging Ltd. is one of the leading manufacturer & distributors of steel forged flanges, fittings & oilfield and marine products for both the domestic & international markets as per ASTM ASME/MSS/API/AWWA/DIN/EN/ AUSTRALIAN/RUSSIAN AND NACE Standards

Hilton has capacity to manufacture 10,000 tons per annum in closed die forgings of Flanges, High Pressure Fittings, High Pressure Valve body, Lap-joint Stub-Ends and components in all types of material grades.

#### **Roles and Responsibility: -**

1. Managing Key Accounts of USA and Europe market.
2. Managing Relationships with customers and developing new business from the Existing markets
3. Booking Orders based on Margins and Targets (Inquiry Generation, Quotation, Negotiation).
4. Deal Negotiation and Selling (includes Up-Selling and Cross-Selling).
5. Managing After Sales Services like shipment related issues, export documentation related issues, quality related issues.
7. Sales Forecasting and Planning.
8. Competitive Analysis (Target Markets Analysis, Market Pricing Trends, Customer's Business Analysis)
9. Analysis of Export data to find out Potential Customers in a particular Country.
10. Identifying market trends to grow Incremental Revenue and Market Share.
11. Order Book Management by dealing with plant Engineers, Planners, and Unit/ Plant Head for order execution.
12. Monitoring and Controlling Dispatch/ Shipment plan.
13. Managing the entire Sales Cycle starting from inquiry generation to providing after-sales service to the customer.

**Tools:** Microsoft Office 365 (Excel, PowerPoint, Word, Outlook).

## Academics

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Year	Examination	Institute	Board	Percentage
2022	MBA/PGDM – International Business	Welingkar Institute of Management	Autonomous institute university of Mumbai	80%
2016	B. E. – MECHANICAL	Siddhant College of Engineering, Pune	Pune University	60%
2011	H.S.C.	I. Y. College, Jogeshwari	Maharashtra Board	54%

## Strengths

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- Ability to analyze problems, identify root causes and provide efficient solutions
- Strong in management & planning.
- Good communication and organizational skills, MS office skills

## Personal Profile

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- Date of Birth :- 16<sup>th</sup> September 1993
- Father's Name :- Mr. Ramashray Kishor Yadav
- Mother's Name :- Mrs. Prema Ramashray Yadav
- Gender :- Male
- Marital Status :- Single
- Current CTC :- 6.9 LPA
- Passport No. :- N5079753
- Passport Validity :- 25/11/2025
- Hobbies :- Outdoor sports, Movies, Reading.

## Declaration

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I hereby declare that the information furnished above is true to the best of my knowledge.

PLACE:

Yours Sincerely

DATE:

(DINESH R YADAV)