

JAYESH BHALERAO PATIL

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A performance driven professional, targeting senior-level assignments in **Software Sales & Business Development**, with an organization of high repute

Profile Summary

- A goal-oriented professional offering **over 10 years** of experience in **Software Sales** and **Business Development**
- **Keen strategist & implementer** with experience in accomplishing business growth on a consistent basis
- Expertise in strategic planning, **market plan execution**, account management and boosting of various sales efforts
- Hands-on experience in **formulating policies** and **providing recommendations** to the management, deciding or guiding courses of action in operations by staff / employees
- Exposure in **Google browsing** with experience in working on government and private tender process for software
- Profound knowledge in listing software on **e-commerce website** to get more clients and promotion of products
- **Active participant** in expos with skills in up-selling and reference collection; rich skills in collecting data through Just dial extractor
- Proficient in sales projections, budgets, cost-control systems & standardized procedures designed for stable operations & bottom-line profits; strategic leader with capabilities in **accelerating growth & improving profits**
- An **effective communicator** with strong analytical, coordination, leadership & relationship skills

Career Timeline



Core Competencies

Strategic Planning & Execution

Software Sales & Marketing

New Business Development

Client Relationship Management

Budgeting / Cost Control

Team Building & Training

Market & Competitor Analysis

Profit Centre Operations

Process Improvement

Work Experience

NeoSOFT Technologies Pvt. Ltd. Mumbai as **Domestic Business Development Manager** Apr 23 – Till Date

(IT resources and services---Onsite/ offshore IT Outsourcing | Application Development | Software Project)

Key Result Areas:

- Client Acquisition -Identify and target potential clients who require IT resources and services
- Prepare and deliver sales presentations and proposals
- Account Management-Build and maintain strong relationships with existing clients.
- Understand the clients' needs and requirements, and ensure the company's services meet those needs.
- Work closely with the company's recruitment and delivery teams to ensure the successful placement of IT resources.
- Sales and negotiation.
- Relationship building and client management

Dbnix System Pvt. Ltd. Mumbai as **Sales Manager**

Dec 20 – Apr 23

(Product - **Artificial intelligence chatbot & RPA** / Mobile application/website designing / IT Manpower)

Key Result Areas:

- Client Acquisition -Identify and target potential clients who require IT services
- Sales AI based solution
- AI chatbot to hotel & resort industries
- RPA solution for work process automation
- Mobile application and website as per client requirement
- Calling client and give them product demo
- Take follow up for commercial and order
- Sourcing IT manpower, coordinated with client and vendor

Shrey Technology, Mumbai as **Sales Manager**

Aug'19 – Jul'20

(Product – **Laundry Management Software** / Mobile application / clients website designing)

Key Result Areas:

- Client Acquisition -Identify and target potential clients who require Laundry management software.
- Facilitated the sales of company software to Laundry industries
- Delivered the mobile application as per clients' requirement
- Engaged in targeting laundry industries and delivered demo of laundry software while explaining features and converted them into client
- Collected data from Google and initiated marketing activities through WhatsApp
- Attended the Expo to collect the data and worked on the same to sell company software & services
- Gathered client's requirement, communicated with developer and delivered the exact solution
- Coordinated with machine vendors to generate new leads
- Conceptualized competitive business development strategies to develop market share for achievement of revenue & profitability targets and made the business viable for partners by ensuring healthy ROI
- Ensured the successful accomplishment of preset business targets in face of growing competition; identified prospective clients, generated business from new accounts and developed them to achieve profitability
- Implemented sales & marketing activities that created a positive experience for clients; reached out to new & unexplored segments to revitalize stagnant & declining business
- Pioneered business development to enhance revenues by identifying market opportunities

▶ **SBN Technologic (SUCHNA MARINE), Mumbai as Software Sales Manager** **Jun'17 – Jul'19**
(Products – PMS / SPS – Planned & Maintenance System / Store & Procurement System / Crew Management System & Payroll)

Highlights:

- Steered sales of company software to Marine companies
- Delivered the PMS and SPS software demonstration and installation
- Visit vessel and take update about software entries
- Coordinated with company DPA for vessel equipment list
- Rendered support to the other members in office while joining new crew on board

▶ **Integra Micro Systems Pvt. Ltd., Mumbai as Business Development Manager** **Jun'16 – May'17**
(Products - Document scanner & document management software)

Highlights:

- Led the sales of document Scanner and Software; executed demonstration & installation of document scanner
- Created new accounts for scanner (Channel Partner)
- Engaged in searching tender for scanner on Google and completed all paperwork for the same
- Participated in pre-bide meeting
- Conducted the bank and other government office visits for vendor registration & collected tender information
- Increase the sale by visiting exiting clients take update about stock upload new model.

▶ **Hazel Mercantile Limited, Mumbai as Business Development Manager** **Apr'15 – Jun'16**
(Products – Sales Lead Tracker / Human Resource Management System / Document Management Software / ERP Wise-track Software)

Highlights:

- Spearheaded the sales of company software & services majorly to industries providing AMC services
- Visited the existing clients and up selling the new product
- Ensured the proper follow-up for Oder
- Conducted cold calling, hello hi visit and follow-up visit to generate business
- Interacted with clients over calls for renewals, solved all queries on phone

▶ **Equinox Trend Financial Markets Pvt. Ltd., Mumbai** **Apr'13 – Apr'15**
(Product – Aspen Graphic – Stock Market Technical Analysis Software)

Growth Path:

Sales Head (Mumbai, Delhi, Chennai, Gujarat, Kolkata)

Team Leader & Branch Management (Mumbai, Kolkata, Delhi, Ahmedabad, Chennai)

Highlights:

- Conducted the sales of company software & services to stock market industries
- Provided demonstration & presentation of software in live market
- Successfully conducted different activities to generate data
- Extended support to the team to get more business; communicated their clients, if required, to close the deal

Precision Technical Analysis Pvt. Ltd., Mumbai
(Product – Profision – Stock Market Technical Analysis Software & Training workshops)

Jun'10 – Apr'13

Growth Path:

Sales Executive (Mumbai)

Jun'10 – Mar'11

Sales Supervisor (Mumbai)

Apr'11 – Apr'13

Highlights:

~As **Sales Supervisor** (Mumbai)

- Engaged in selling the company software & services
- Mentored and motivated the team for target achievement
- Conducted meeting with clients and promoted the company's product

~As **Sales Executive** (Mumbai)

- Received recognition for:
 - Best Performance in Jan/Feb/ Mar 2011
 - Star Performance in February 2011
- Provided demonstration & presentation of software
- Successfully implemented new ideas for achieving target

Education

- **2010:** Bachelor of Management Studies - BMS from JVM's Mehta Degree College of Management, Airoli
- **2007:** Higher Secondary Certificate - H.S.C. examination from St. John's Junior College, Thane
- **2001:** Secondary School Certificate - S.S.C. examination from New Kalka High School, Kalwa

Other Courses

- NCFM Exam in 2010
- Passed MS-CIT in 2000

Skills

- Client Acquisition
- Business Development
- Sales and Negotiation
- Relationship Building
- Product Demonstrations
- Market Research & Strategic Planning
- Team Leadership
- MS Office Suite

Personal Details

Date of Birth: 31st December 1984

Languages: English, Hindi and Marathi

Passport Details: P4425494 (valid till Oct'26)

Address: 201, Eelgant House, Mumbai Pune Road, Kalwa, Thane – 400605