

Prajot Pradeep Thorat

Senior Sales Specialist | BD | Assistant Sales Manager.

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Profile

As a driven and motivated Business Development Manager with over 6 years of experience, I have successfully collaborated with sales leaders and managed relationships to grow organizational revenue and increase brand value. In this role, I oversaw the development of several software projects, managing a team of 40-60 people. Being heavily involved in product testing and management, as well as identifying and developing new business opportunities that drove sales growth.

Skills

Communication

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Convey ideas, information, and intentions effectively through verbal and written modes.

Key account management.

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Managing 10+ clients by collaborating with multiple teams.

Financial Intelligence

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Evaluate, analyze, and interpret financial data and use it to inform business decisions.

Critical-Thinking / Negotiations.

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Closing critical clients, while ensuring no loss of revenue and client satisfaction.

Information Technology

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Interpret how information technology affects business operations and utilize business technologies to the advantage

Business-to-Business commerce.

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Experienced Account Manager with 3 years of expertise in driving B2B sales growth through strategic relationship building with key stakeholders.

Professional Experience

04/2023 – 07/2023
Mumbai, India

Business Development Manager

Spring Technologies

- Conducted extensive market research, identifying new business opportunities, growth areas, and strategic partnerships, contributing to 30% increase in lead acquisition.
- Proactively generated leads through targeted cold calling, successfully engaging key contacts within organizations.
- Built and nurtured strong client relationships, addressing their needs effectively and ensuring a 60% client satisfaction rate.
- Played a pivotal role in strategic planning and promotional activities, collaborating with the CEO to drive product visibility and market penetration.
- Demonstrated expertise in the CURD app's features, advising clients and internal teams for effective utilization.
- Engaged with 1000+ influencers within a 30-day period, significantly expanding app visibility and reach.
- Successfully collaborated with Rotary Club and Lions Club members in Mumbai, strengthening community networks.

- Conducted strategic meetings with BNI members across India, fostering partnerships and driving user engagement.

03/2021 – 01/2023
Mumbai, India

Senior Sales Specialist - Assistant Sales Manager.

AMPA orthodontics - Skinnsi

- Present and implement new strategies to increase financial growth while motivating the team.
- Complete hands-on experience with Salesforce.
- Conduct strategic meetings to ensure client satisfaction and report bugs in the current system, resulting in improved client satisfaction and brand image.
- Collaborate with multiple teams to craft solutions for smooth operations and revenue growth.
- Leading a team of 10+ associates to achieve set revenue targets every month.
- Completed total team revenue of 6 Cr in 1.8 years. Individually contributed to 78 Lakhs while motivating the team as well to excel in all segments.
- Launched new upsell and cross-sell strategies
- Close critical cases excellently and gain client trust through a reference model, leading to revenue growth.
- Conduct personalized weekly sessions to work on strengths and drawbacks with associates.

12/2019 – 02/2021
Mumbai, India

Business Development Head

Nbytes Technologies private Ltd

- Researched and documented product features, revenue-generating sources and marketing opportunities.
- Led a team for competitor's businesses and benchmarking analysis. Conducting meetings with potential clients and presenting product features.
- Tools used for management - Trello and Slack.
- Translated client feedback to the team, and brainstorm solutions for different segments of clients.
- Working on the core product to satisfy consumer pain points resulting in a smooth application flow. This included working on UX flow following the empathy track model and researching new modes to ease user communication.

03/2018 – 11/2019
Mumbai, India

Business development / Product lead

Biz technologies

- Assigned tasks to associates, staffed projects, tracked progress and updated managers, partners and clients as necessary.
- Collaborated with the sales team for generating sales for POS software. Scheduled meetings with potential clients and implemented product feedback accordingly.
- Leading a team of 40+ from different verticals like Website and mobile app development, design, marketing and sales.
- Managed multiple projects using Trello and Slack.
- Increased organizational business by 40% and client retention by 90%
- Accomplished a total revenue of 6 Cr during tenure and delivered over 40 successful projects while maintaining a loyal client base of 90%.
- Translate stakeholder requirements into over 10 different tangible deliverables such as functional specifications, user cases, user stories, workflow/process diagrams, and data flow/data model diagrams.

05/2017 – 02/2018
Mumbai, India

Project Manager.

- Market and competitor research in the competitive niche market.
- Improved the communication between the marketing and developing team.
- Researching potential leads from the open market, web and digital resources.
- To develop client relationships with a sense of trust and compassion.

Awards and Accolades.

Awarded Best team of the Month - Ampa Orthodontics Pvt Ltd - 2021

- Increased revenue by 30% while generating the highest revenue within 8 teams.

Top sales performer - Ampa Orthodontics Pvt Ltd - 2021

- Achieved record-breaking revenue by surpassing previous benchmarks

Best Product Manager - Biz Technologies Pvt Ltd - 2018

- Launched 3 new products in the Blockchain domain - Cryptocurrency Trading exchange, Explorer and ICO portals.

Education

Pune, India

Bachelors of Engineering - Electronics and Telecommunication.

SKN - SITS Pune University