



Rohit L Yadav

Business Development Manager with expertise in SAAS products, cloud-based applications, strategic partnerships, and market analysis. Proven track record in driving customer intimacy and surpassing business targets.

GET IN CONTACT

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PERSONAL DETAILS

- Total Experience 12 Years 2 Months
- Current Location Mumbai
- Date of Birth Apr 12, 1991
- Gender Male
- Marital Status Married

SKILLS

- Effective Time Management
- Adaptability
- Communication Skills
- Streamlining Operations
- Process Management
- Vendor Management
- Business Development
- Business Operations
- International Client Management
- Software As A Service SaaS
- Project Planning
- Presentations
- Customer Satisfaction
- Strategic Marketing
- Cold Calling
- Software Assistant
- Software Asset Management

TECHNICAL SKILLS

- SaaS Sales
- OEM Sales
- EMAIL SALES
- Software Sales
- CRM Sales
- CRM Software
- Channel Partner Management
- Account Management
- Key Account Management
- Handling HNI Clients
- Managing Vendor Teams

PROFILE SUMMARY

I am an accomplished Business Development Manager with a proven track record of driving revenue growth. At QuantumLink Communications, I led projects that resulted in a 25% increase in sales performance metrics, including revenue growth rate and lead-to-customer ratios. I established strategic partnerships that ensured a 30% cost efficiency with vendors. In my previous role at Kompass Immigration, I developed and implemented strategies that led to a 20% increase in sales and market share. Additionally, I managed a team, ensuring daily tasks were completed with a 100% success rate. I am adept at customer relationship management, achieving customer intimacy and brand value by promoting products such as FIELDSENSE, MAILSERVE, and POSTMASTER.

EDUCATION HISTORY

Post Graduation

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|-----------------|------------------------------------|
| Course | MBA/PGDM(Operations) |
| College | Jaipur National University, Jaipur |
| Year of Passing | 2016 |
| Grade | 70% |

Graduation

| | |
|-----------------|----------------------------|
| Course | B.B.A/ B.M.S(Management) |
| College | Mumbai University |
| Year of Passing | 2012 |
| Grade | 63% |

WORK EXPERIENCE

Jun 2023 to 2024

Business Development Manager at QuantumLink Communications (QLC)

- Working on SAAS product like Attendance tracking app, Email Solution, Email Security controlling softwareCloud based application Collaborated with internal teams for successful execution of projects.
- Participated in industry and trade organizations to build industry and customer alliances.

- Managing Director
 - Managing Owner
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LANGUAGES KNOWN

- ENGLISH
 - HINDI
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COURSES & CERTIFICATIONS

- POST GRADUATION DIPLOMA IN OPERATIONS MANAGMENT (Valid Upto August 2014)

- Developed strategic partnerships with vendors and suppliers to ensure cost efficiency.
- Prepared reports on sales performance metrics such as revenue growth rate, conversion rates and lead-to-customer ratios.
- Gathered and analyzed business, market and competitor information to support development of strategic marketing plan.
- Drove customer intimacy and brand value by defining our Product named FIELDSENSE, MAILSERVE, POSTMASTER.
- Established ambitious goals for employees to promote achievement and surpass business targets.
- Managing Healthy Business Relationship with Channel partners, Promoters.
- Handling Account managment visits & Key level of account managment with Partners.

Jan 2023 to Jun 2023

Business Development Executive at Kompass Immigration PVT LTD

- Built sales forecasts and schedules to reflect desired productivity targets.
- Enhanced sales volume through skilled support to both new and inactive customers. Cultivated strong professional relationships with suppliers and key clients to drive long-term business development.
- Improved profit margins by effectively managing expenses, budget and overhead, increasing closings and optimizing product turns.
- Used change methodologies to increase sales and led projects for increased productivity.
- Worked on Business development role educating client onSoftware ZOHO use of application & Channel expansion by B2B client meeting Identified potential clients, built relationships, and negotiated contracts.
- Maintained a database of existing customers and prospective leads.Leveraged cold calling, in-person visits and referrals to build leads.
- Developed and implemented strategies to increase sales and market share.

Mar 2022 to Jan 2023

Business Development Executive at Y-Axis Pvt Ltd

- Had managed a team of 4 people and getting daily activated task done with proven result.
- Built relationships with clients, partners and vendors to facilitate successful partnerships.
- Maintained a database of contacts from prospective clients for future follow-ups.
- Collaborated with sales team members to identify target markets and develop sales strategies.
- Participated in meetings with senior executives to discuss strategic objectives related to business development initiatives.
- Conducted market research and identified potential business opportunities.

- Established strong relationships with key decision makers within client organizations. Facilitated and managed business development plan based on market and industry research.
- Handled client accounts through entire lifecycle, executing contracts, providing customer service, and advising on methods for maximizing return from services provided.
- Optimized profitability by developing pipeline of prospects using multiple research, referral and sales strategies.

Jun 2021 to Mar 2022

Relationship officer at Indusind Bank PVT LTD

- Maintained a database of contacts from prospective clients for future follow-ups. Collaborated with sales team members to identify target markets and develop sales strategies.
- Participated in meetings with senior executives to discuss strategic objectives related to business development initiatives. Conducted market research and identified potential business opportunities.
- Established strong relationships with key decision makers within client organizations. Facilitated and managed business development plan based on market and industry research.
- Handled client accounts through entire lifecycle, executing contracts, providing customer service, and advising on methods for maximizing return from services provided.
- Analyzed competitor activities in order to understand industry trends and dynamics. Prepared reports summarizing progress made towards achieving organizational goals related to new business acquisition.

Mar 2017 to Jun 2021

Sales -Safety & Security officer at SpiceJet Pvt Ltd

- Handled daily transactions, service delivery and operational controls. Organized promotional campaigns targeted at increasing awareness about specific products and services among customers.
- Researched market trends and competitor activity to identify potential areas for growth and expansion.
- Worked closely with prosecutors throughout the trial process by providing valuable insights gained through profiling methods.
- Carried out sales promotions and merchandising of company products. Conversated with customers to assist in determining products and services best suited to meet needs, asking questions and suggesting complementary products.
- Presented informational sales presentations to potential customers to build strong, trusted client relationships and boost product sales.

Mar 2012 to Jun 2016

Software Sales & Tech Support at Streams Global Services PVT LTD

- Promoted organization's products and services through various social media and email channels.
- Collaborated with engineering teams to develop solutions for identified issues or bugs reported by customers.
- Participated in team meetings to review progress against objectives set by management.
- Created presentations for software solutions to potential clients. Generated reports on sales performance metrics, such as ROI, lead conversion rate.
- Negotiated pricing agreements with vendors for software products and services. Negotiated contracts with clients to maximize profits for the company.
- Maintained an up-to-date knowledge of software products and services offered by the company. Identified new sales opportunities through market research and industry contacts.
- Built relationships with key stakeholders in target organizations to increase sales volume. Generated sales by prospecting leads, cold calling and negotiating advantageous deals. Networked to build client base and promote products to new and existing clients.

OTHER INTERESTS

Personally get hands on Webinars, social media tweets & love to socialize with others.

HEADING HERE