

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





Apr'13 - Apr'15







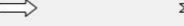












Core Competencies

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

Shreay 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 date 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)

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 1984Languages:English, Hindi and MarathiPassport Details:P4425494 (valid till Oct'26)

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

Jun'10 - Apr'13