**Dilip Bhakaram**

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## PROFESSIONAL PROFILE

## I am an enthusiastic and dedicated professional with extensive experience across all areas of Market Research and Business Development. An exceptional leader who is able to develop and motivate others to achieve targets.

## CAREER SUMMARY

**Business Development Executive [ April–19 to Present]**

**ZenQ(Zen Quality Assurance Pvt Ltd)**

ZenQ is a 14-year-old privately held company providing value-added testing solutions to clients from Technology, Healthcare, Retail, Real Estate, Manufacturing and Financial industries across the globe.

* Manage and Own Lead Generation Process from start to end.
* Performing market research to identify targeted companies and build database.
* Running email campaigns, making cold calls to targeted companies, and responding to their inquiries.
* Personalized E-mailing to warm responses and converting them into meetings.
* Doing intense research on lead Companies/Contacts to gather their information for a successful meeting.
* Providing in-field support to Sales Director.
* Create a predictable, consistent Lead Pipeline.
* Sending NDA, SOW and MSA to Clients and vetting documents received from Clients.
* Reviewing RFP, RFI and acting as intermediary between Prospect and Technical team.
* Maintain regular contact with Key Clients as well as the prospects post meeting and put all the necessary effort in bringing the deal to a closure.

**Business Development Executive [ Aug- 18 to March-19]**

**Client Curve Info Systems**

ClientCurve is a B2B sales and marketing company with a core expertise in setting up Inside-sales engines for the clients to generate and maintain a healthy sales pipeline.

**Services:** Lead generation, Market Research, Data Mining

**Roles & Responsibilities**

* Generating new business leads through cold calling and email campaigns.
* Building database by secondary research using Factiva, Data.com, Hoovers, Zoom Info, LinkedIn Sales Navigator, etc.
* Profiling companies across industries based on revenue, employee strength, vertical etc. and defining Target Accounts.
* Mapping the IT Environment and Right Party Contacts (RPC) within a Target Account.
* Identifying the right business opportunities from Target Accounts and converting the opportunity to an appointment (Web Meeting or Face to Face) for the VP's.
* Support VP/Director with follow-ups/ in-field support.
* Continuous follow up with prospects, and convert them into clients.
* Involving in the process of Requirement gathering.
* Initiating Kick-off Meetings, Handing over the project to the operations team.
* Worked in special projects like Syngene and Belden.

**Industry Experience:** Pharma, Logistics, Media, IT, Manufacturing, Food and Beverages, Oil and Energy etc.

**Education Qualifications**

* **PGDM (Marketing & HR)** from Guru Nanak Business School.
* **Graduation (B. Sc)** in **Computer Science** from St. Joseph Degree & PG College, OU Hyderabad.

**Skills**

* Market research,
* Lead Generation,
* Cold calling,
* Knowledge on IT Technology’s (BI, Testing, Web and Mobile Applications.).
* PowerPoint Presentation.
* MOM Preparation
* Knowledge on NDA, SOW, MSA, RFP and RFI.
* Email marketing,
* Work experience on Marketing Research Tools.

**Personal Profile**

Date of Birth : 19th  May, 1995.

Nationality : Indian.

Marital Status : Single.

Languages : English, Hindi, Telugu.

Address : Plot : 219, Sri Srinivasapuram colony,

Vanasthalipuram, L.B Nagar,

Hyderabad - 500070

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