

Summary & Career Objective:

Experience Business Development with a demonstrated history of working in the information technology and services industry. Skilled in Sales Management, Customer Relationship Management (CRM), Enterprise Solution Sales, RFP design and development, Channel Sales, Bid management, Start-ups, Program / Project Management and Market Research. Strong business development professional having Master of Business Administration (MBA) focused more on Solution Sales and Marketing.

Profile Summary:

- 3+ Years of Experience in the area of Software Product and Services Sales, Client Management & Servicing, International Sales, Business Development, Lead Generation, Cold Calling, Inside Sales, Staffing & Market Research Methodology, End to End Sales.
- Reflecting pioneer experience and performance in Business Development firm to meet sales objectives on regular basis by using strong interpersonal communication, presentational and organizational experience.

Education:

MBA in Information Technology 2014.

- Dr. VPF's PCMRD-Pune, University Of Pune. 58.00%

BSC in Computer Science 2012.

- PCMCS College- Nashik, University Of Pune. 58.00%.

Computer skills:

- Microsoft office package
- Operating System :Windows
- Excel & powerpoint presentation
- Salesforce CRM, Hubspot CRM

Professional Experience In details:

1. Super Simple Software LLP

Marketing Manager March 2018 – Till Date

Job Specifications:

- Cold calling, prospecting, qualification, account mapping and presentations.
- Identify decision makers within targeted lead to begin sales process
- Develop sales training, collaterals, campaigns, and other tools for new product introductions, including identifying value proposition and competitive advantages.
- Prepares action plans for individuals as well as for team for effective search of sales leads and prospects.
- Successfully build and managed End to End (lead generation, demonstrations, POC, Evaluation, RFP, RFI, negotiations and closer and collection).
- Maintain and expand the Company's database of prospects
- Tracking prospects via business networking portals

2. Digilogic Systems Pvt Ltd

Business Development Executive, October 2014 to Feb 2018

Job Specifications:

Data Acquisition Systems and Development leads, Consulting, Application Development

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options Sells services by establishing contact and developing relationships with prospects; recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Prepares reports by collecting, analyzing, and summarizing information. Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Deliver sales presentations and utilize effective sales techniques in order to influence target customer.
- Maintain strong interpersonal relationships with operational and sales management.
- Possess solid knowledge and understanding of all products.
- Develop business plan together with Sales Director to further develop the Indian market

Skills Learnt at DSPL:

Presentation Skills, Client Relationships, RFP proposal writing, Team Management, Emphasizing Excellence, Energy Level, Negotiation, Prospecting Skills, Meeting Sales Goals, Creativity, Sales Planning, Independence, Motivation for Sales.

3. India Infoline:

India Infoline is a Insurance Brokerage Company we deal with the different clients product with customers. Which had a B2C sales.

Sales Executive: July 2011 – June 2012

Job Specifications:

- Preparing action Plan Organizing its Implementation
- Coordinating and Monitoring the team's activities to achieve the target.
- Providing daily working report.
- Evaluation of achievement and prepare strategic improvement plan.
- Maintaining relationship with client.

Personal Details:

Date of Birth : 12-06-1989
Sex : Male
Marital status : Married
Nationality : Indian
Address : Flat No. 5, Shriram Darshan Apartment, Kewal park Road, Murari Nagar,
Nashik-10

Declaration:

I here by declare that all the above mentioned information is correct and true to the best of my knowledge.

(Vinayak Baviskar)