MOHIT TEKCHANDANI

SUMMARY

Dedicated Business Development Associate having 4.2 years of experience. Skilled in Data Mining & Quantitative Analysis.

EXPERIENCE

Associate Business Development, 03/2022 - Current
Synoptek - Ahmedabad

- Lead Generation, Market Research, Email Campaign.
- Data Research and Data Mining using tools like Sales Navigator, Lusha, Apollo, ZoomInfo etc
- Work on the technologies like MS Dynamics 365 (AX / CRM), SharePoint, IOT Solutions, Magento and Power BI.
- Make Warm & Cold Calls.
- Send highly Personalized emails to Decision Makers.
- Update Details on CRM.
- Research within the market or geographic area to ensure a robust pipeline of opportunities.
- Send LinkedIn Requests & In-mails to Prospects.
- Identifying potential clients and the decision-makers within the client organization

Process Executive, 09/2018 - 02/2022
aMarketforce Pvt Ltd - Ahmedabad

- Data Research according to the Client's needs.
- Responsible for list management on Ms Excel
- Handling multiple projects, Maintaining Pipelines, Meeting Deadlines
- Generation and development of qualified leads for the sales team through, ZoomInfo, LinkedIn, Websites and different search engines.
- Identifying Decision Makers in Organization.

EDUCATION

Professional Program in Advanced Digital Marketing, 2023
Ahmedabad School of Digital Marketing - Ahmedabad, GJ

Bachelor of Commerce, 2020
Asia Pacific - Ahmedabad, GJ

HSC, 2017
Amrut High School - Ahmedabad, GJ

HOBBIES

- Travelling
- Photography

CONTACT

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SKILLS

- Research
- Lead Generation
- Email Marketing
- MS Office
- Social Media Ads