# Mayank Jain

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## Professional Summary

Results-driven sales and business development professional with extensive experience in consultative selling, account management, and driving revenue growth. Proven track record of securing high-value accounts and collaborating with cross-functional teams to deliver business objectives. Expertise in product management, product development, digital marketing, data visualization, and leveraging technical and creative skills to optimize business processes and customer satisfaction.

## Core Skills

• Product Management & Product Development  
• Consultative Selling & Account Management  
• Business Development & Revenue Generation  
• Negotiation & Strategic Planning  
• Product Monetization & Solution Selling  
• SEO & Digital Marketing  
• Meta Ads, LinkedIn Ads, Google Ads  
• CRM Management & Email Marketing/Automation  
• Data Visualization using Tableau  
• Video Editing & Graphics Designing (Canva)  
• Python, Machine Learning & AI  
• Understanding of Cloud Computing  
• GitHub Profile: https://github.com/mjdares  
• HuggingFace Profile: https://huggingface.co/mjdares

## Professional Experience

### Founder, Dares Technologies

Bengaluru, India | January 2022 – Current  
• Founded a product research and monetization organization, helping startups and SMEs monetize their products and services.  
• Designed and implemented innovative strategies for product monetization.

### Head of Sales, Furdo Interiors

Bengaluru, India | June 2019 – November 2021  
• Directed all revenue-generating functions, achieving an order run rate of $3M.  
• Led a team of sales professionals, delivering high-impact presentations and closing significant deals.  
• Developed and implemented strategic initiatives to enhance sales processes and customer service.

### VP, Business Development, Furdo Interiors

Bengaluru, India | October 2018 – May 2019  
• Spearheaded cross-functional initiatives to drive business growth and align objectives with organizational goals.  
• Secured B2B collaborations, generating $1M in revenue and enhancing market presence.  
• Identified opportunities to optimize business process flows, improving productivity and profitability.

### Implementation Manager, Furdo Interiors

Bengaluru, India | March 2018 – September 2018  
• Managed end-to-end delivery of 80 home interiors projects with a dynamic team of project managers and site supervisors.  
• Streamlined procurement processes to ensure on-time project execution.

### Key Account Manager, Furdo Interiors

Bengaluru, India | March 2017 – February 2018  
• Secured high-value accounts through consultative selling, effective customer solutions, and promoting compelling business opportunities.  
• Improved account management by predicting potential competitive threats and outlining proactive solutions.  
• Negotiated and maintained cost-effective contract pricing structures with vendors to produce positive return on investment.  
• Developed and delivered presentations to key customers to position products and services.  
• Onboarded customers generating revenue with a combined order size of $0.5M.

### Freelancer

Ahmedabad, India | July 2010 – September 2016  
• Operated a startup focused on software development, and providing free education.  
• Acquired hands-on entrepreneurship experience, learning valuable lessons in innovation and resilience.

## Education

Bachelor of Engineering: Computer Science  
Gujarat Technological University, Ahmedabad, Gujarat | June 2009 – July 2013

## Certifications & Achievements

• Certified Drone Pilot  
• Kaggle Machine Learning Certifications