

INTRODUCTION:

Skilled Business Development Executive with a proven history of acquiring new accounts. Experienced Sales Executive with international as well as Domestic sales experience. Self-starter Business Development Executive with excellent client communication for ensuring client satisfaction. Ability to maintain customer relationships superbly in a process of Lead Generation. Additionally, working with an end-user client and the development team to coordinate effectively.

PROFESSIONAL SUMMARY:

- Highly effective Sales Professional with about 3 years of working in a competitive sales team atmosphere, skilled in strategy, closing and relationship building.
- Skilled in strategy, closing, and relationship building.
- Gathered a good exposure to approaching the client.
- Identified customer requirements and maintained contacts.
- Understood the process of Lead Generation to Lead Closure.
- Established as a key player in leading business development and generating revenue.
- Responsible for the relationship with a prospect from lead-inception to close.
- Analyze existing and potential markets to identify and secure business development opportunities.
- Led efforts to acquire new Strategic Clients by identifying potential clients, meeting with the decision-makers within the businesses, and establishing relationships to partner with industry leaders.
- Self-directed, enthusiastic sales professional who is adept at branding, business development, public relations, sales, and service.

SKILLS:

Business to Business Approach (B2B)	Requirement Understanding
Business to Customer Approach (B2C)	Client Relations
Customer to Customer Approach (C2C)	Business Development
Email Marketing	Customer Interaction
Lead Generations	Project Discussion
Cold Emailing	Microsoft Office
Great Written Communication (Mails & Chat)	Project Management
Client Satisfaction	Business Planning
Proposal Writing	Business Strategy

EXPERIENCE:

1. Business Development Executive
INEXTURE SOLUTIONS LLP!

Nov 19 – Present

- Self-directed, enthusiastic sales professional who is adept at branding, business development, public relations, sales, and service.
- Find potential new customers, and ultimately convert them into clients.
- Manage existing clients and ensure they stay satisfied, and positive and continue a long-term Collaboration.
- Delivered the results through B2B direct sales and revenue-generating partnerships.
- Work with technical staff and other internal colleagues to meet customer needs.
- Researched and expanded the services which are focusing on technology and customer experience.
- Strategically reached out to the Directors, VP's as well as the CTOs of Companies from Startups to Fortune 500 Companies to introduce new technologies and their potential benefits on behalf of my company.
- Worked in business-development teams on business-planning strategies, prepared business proposals, and maintained client accounts and relations.
- Achieved and/or exceeded monthly sales quota during tenure by building a strong pipeline of qualified leads.
- Led efforts to acquire new Strategic Clients by identifying potential clients, meeting with the decision-makers within the businesses, and establishing relationships to partner with industry leaders.
- Scheduled high-level, quality conference calls, as well as Meetings, with decision makers who were sales-ready.
- Consistently increased the number of leads each month with more responsibilities as well as given new clients.

2. Business Development Executive - Trainee
INEXTURE SOLUTIONS LLP!

Sept 19 – Nov 19

- Gathered good exposure to approaching the client.
- Understood the process of Lead Generation to Lead Closure.
- Learn about the latest market trends, and find qualified leads.
- Learned about establishing and growing relationships with clients and developing sales. Learned about Lead, Lead Generation.
- Learned about Cold Emailing. Learned to penetrate new clients while developing the business from an existing customer.

EDUCATION:

1. Government Engineering College, Modasa
B. E. Information Technology

2016 - 2018

7.13