

Jitendrasinh Rathod

Sr. Business Development Executive

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 Ahmedabad (Guj), India

Passionate and result-driven business development professional seeking leadership position with increasing responsibility and room to contribute to company success.

Strong record of accomplishment over 7 years converting sales leads and effectively managing multiple territories. Highly skilled in technology consulting and strategic planning with exceptional IT expertise and top-notch communication abilities.

Work History

2015 - 10

Sr. Business Development Executive

Current

*Softweb Solutions Inc (An AVNET Company), Ahmedabad, India
(Domain Expertise: Manufacturing, Healthcare)*

- Ensure end to end sales activities: Prospecting, Client communications, Identify opportunities, Presentations and demonstrations, Technical discussions, SOW walk through and Create winning proposals.
- Conduct the following internal activities: Understand and sell IoT solutions to address business problems, incorporating the Softweb's IoT Connect platform. In many cases, this involves engaging with large multi- divisional businesses, documentation of customer requirements and goals. Scope, plan and execute the demos and proofs-of-concept as required to ensure prospect understand the value proposition.
- Create and implement industry focused marketing campaigns using Sales force engagement studio. Own and manage the sales pipeline, to achieve revenue targets. Work with the business operations team to oversee touch point campaigns. Ensures effectiveness of overall linkages and execution of strategies developed.
- Engage existing customers and identify new business opportunities by cross selling and up selling relevant solutions
- Develop positive relationships across the teams and company to ensure open and transparent communication by facilitating early identification of issues and risks of business opportunities.

2015 - 02

Sr. Business Development Executive

2015 - 08

*Design 'N' Buy, Ahmedabad, India
(IT Product Selling)*

- Handle new sales inquiries and establish contact with prospect to understand their requirement and suggest the best fit solution.
- Create presentation and product demonstrations understanding prospect's requirement.

- Prepare product quotation and proposal documents for standard and tailored solution.
- Prepare product marketing and presentation documents.
- Maintain records of customer communications and sales activity in CRM and ensure to update it on daily basis.
- Manage and own monthly sales pipeline and ensure to achieve monthly revenue target

2011 - 12 Business Development Executive

2015 - 01 *Radixweb, Ahmedabad, India*
(IT Product Selling)

- Bring in new customers and retain base through proactive management of individual needs and development of robust WebToPrint solutions.
- Conduct product demonstrations to highlight features, answer customer questions and redirect concerns toward positive aspects.
- Prepare SOW and Proposal documents for custom solution.
- Conduct product research and competitor analysis for product enhancement.
- Manage post-sales team's client support process and guide them about solution features.
- Boost brand awareness, implement promotional campaigns, and create marketing collateral and employ sales tactics for WebToPrint solution offering.
- Follow up with customers after completed sales to assess satisfaction and resolve any technical or service concerns.

2010 - 07 Sr. Customer Service Representative

2011 - 12 *Motif Inc, Ahmedabad, India*

- Investigate and resolve customer inquiries and complaints quickly.
- Maintain customer happiness with forward-thinking strategies focused on addressing customer needs and resolving concerns.
- Collect customer feedback and make process changes to exceed customer satisfaction goals.
- Follow-through on all critical escalations to increase customer retention rates

Skills

- Business development and planning, Revenue generation, Campaign planning, Prospect targeting, Target market understanding, Lead generation, Effective communication, Relationship management, Account management, Team leadership, Product and solution sales

Technical Skills

- Technology Literacy: Internet Of Things, Enterprise Mobility, Data Science
- Tools Literacy: Salesforce CRM, Pardot, JIRA, MS Office (Excel, PowerPoint, Word) etc.

Education

2015	Master of Business Administration (International Business) <i>Lovely Professional University, Punjab, India</i> Percentage: 55.35%
2009	Bachelor of Business Administration (Information Technology Management) <i>Sardar Patel University, Gujarat, India</i> Percentage: 61.50%

Personal Snippets

- Nationality: Indian
- Date Of Birth: 18-08-1988
- Languages Known: English, Hindi, Gujarati