

SAGAR KARIA

Baner, Pune · 74055 91707; 91062 81195

kariasagar@hotmail.com · <https://www.linkedin.com/in/sagar-karia-34395b70/>

Understanding the rounds of complete sales cycle for an IT based business model right from researching the potential account to contacting them and try to get into a conversational dialogue pertaining to their respective business model and understanding their needs of automation and technological advancement to enhance their business components. I like to be a part of customer interaction, understanding business requirements, drafting business research documents as well as sales proposals and be in with client for negotiations to the final closure. Maintaining positive rapport with the client throughout the process and play the role of an Account Manager for an ongoing business partnership. I'm good at farming with balanced deliverables for the existing accounts and generate more revenue for the company.

EXPERIENCE (5+ YEARS TOTAL)

XORIENT SOLUTIONS PVT LTD.

FEBRUARY 2018 – ONGOING

SENIOR BUSINESS DEVELOPMENT EXECUTIVE,

- Researching growing start-ups to mid-sized ISV's for Engineering engagements
- Targeting RPC to initiate some discussions around their Platform/Product
- Studying the respective platform/product to the core
- Engaging with the client to their requirements and coordinating with internal teams to take it further
- Preparing PPT's to share own expertise and case-studies in the respective industry/domain

I-VERVE INFOWEB PVT LTD.

FEBRUARY 2015 – DECEMBER 2017

BUSINESS DEVELOPMENT MANAGER,

- Played a vital role in executing a strong cold-calls campaign in North America targeting Small & Mid-level eCommerce Businesses, offering them Web & Mobile Development Services with ongoing maintenance.
- Researched potential leads and build a strong database.
- Analyzed market trends & demands along with monitoring daily sales performance
- Learned tapping small-time vendors from different online bidding portals with one shot proposals and emails.
- Managed ongoing clients with their evolving set of requirements to scale the business and revenue charts.
- Played a vital role in retaining past clients through effective dialogue and value-added services.

NIIT MANINAGAR

JUNE 2014 – MARCH 2015

STUDENT AND FREELANCER,

DDNT Certification (Diploma in Asp.Net (C3 & MVC))

- Pursued a professional career-oriented course offering Diploma in Asp.Net with C# and MVC Structure.
- Volunteered the NIIT Maninagar Center as a Marketing Rep initiating with Digital Marketing Campaigns to target college students looking for career in IT industry.

- Visited different colleges in the city for seminars and activities gathering more students to pursue professional courses offered by NIIT INDIA.
- Volunteered for one of the largest Indian eCommerce Portal as a Corporate Trainer to conduct training sessions for local sellers starting to sell their products on the respective platform.

MOTIF INDIA INFOTECH PVT LTD. (TTEC INDIA)
STUDENT AND FREELANCER,

SEPTEMBER 2013 – MAY 2014

- Worked mainly on Emails & Chats for one of the leaders of International eCommerce C2C Market
- Core functions with Sellers to maintain the platform's integrity and safety with different policy structures to abiding the respective government norms.

EDUCATION

JULY 2007

S.S.C, SAINT MARY'S HIGHER SECONDARY SCHOOL, VERAVAL

JULY 2009

H.S.C (MATHEMATICS & PHYSICS), ADITYA BIRLA HIGHER SECONDARY SCHOOL, VERAVAL

2009 – 2013 B. TECH – DROP-OUT

ELECTRONICS & COMMUNICATION, R.T.U, KOTA

2014 – 2017

B.S.C (IT), HIMALAYAN UNIVERSITY

2017 - 2019

M.B.A (IT & ENTREPRENEURSHIP), NIBM GLOBAL, KINGSTER EDUCATION

SKILLS

- Lead Generation
- Client Conversations
- Business and Technology Understanding
- Preparing Documents and Presentations
- Driving the prospect to closure
- Revenue generation