DEVENDRA AKOLIYA

# Guiding Students To Choose A Career Which They Are Interested &

Generating Revenue For The Organization

Skilled Business Development leader offering 9 years of experience in leading operations and enhancing revenue. Bringing expertise in client acquisition and contract negotiation, along with excellent interpersonal communication, relationship-building and team leadership abilities. Results-driven and proactive with demonstrated record of accomplishment in meeting and exceeding sales and revenue objectives.



**Contact**



**Work History**

### Address

Mumbai, MH, 400101

### Phone

+91 9167650050

### E-mail

[dakoliya@gmail.com](mailto:dakoliya@gmail.com)



**Skills**

Research

Relationship building and management

Staff Management Goals and performance Market understanding Sales expertise

Conflict resolution Cold Calling

Key decision making

Networking strength Team Leadership

### 2016-08 -

**Current**

**2014-07 -**

**2016-08**

**Business Development Manager**

*Sandip University, Mumbai, Maharashtra*

Current Oct 2016

Maintained excellent attendance record, consistently arriving to work on time.

Monitored social media and online sources for industry trends.

Resolved conflicts and negotiated mutually beneficial agreements between parties.

Devoted special emphasis to punctuality and worked to maintain outstanding attendance record, consistently arriving to work ready to start immediately.

Increased interdepartmental relationships within university to improve student success.

Reviewed admissions applications and evaluated student credentials.

**Digital Accounts Manager**

*Askme.Com, Mumbai, Maharashtra*

Conducted market research to attract clients in new territories.

Used consultative sales techniques to pinpoint customers' advertising needs and close on short-term and long-term sales contracts.

Researched and customized service proposals for clients to meet requirements and set profitable

Business development and planning

Verbal and written communication

### 2011-02 -

**2014-06**

**2008-08 -**

**2009-06**

compensation scale.

Sold non-traditional advertising in niche publications, commercial publications, digital platforms, and direct mail formats.

Made outbound calls to existing customers to upsell advertising packages.

Used cold calling to reach out to local business owners needing new advertising products and services.

Presented SMS Marketing,Email Marketing and other digital advertising campaigns to clients for approval or adjustment.

## Business Development Executive

*Indiamart Intermesh ltd, Mumbai, Maharashtra* Participated in industry organization and trade shows to gather competitive and industry intelligence.

Delivered campaigns to solidify new client opportunities and generate new business. Collaborated with sales and marketing departments to support business objectives and client acquisition.

Created strategic and tactical sales initiatives for forward planning to meet key objectives.

Penetrated targeted accounts to generate sales from within client base.

## Software Tester

*CHAKRA INTERACTIVE LTD, Mumbai , Maharashtra* Check software beyond testing scripts for interconnected problems not covered by established specifications.

Wrote and optimized test cases to maximize success of manual software testing with consistent, thorough approaches.

Reviewed requirements and specifications to understand software design standards.

Collaborated with developers and product owners to stay current on product features and

### 2007-06 -

**2008-08**

intended functionality.

Performed load and database testing. Evaluated software for functionality, form and usability.

Supported test review, defect control and configuration management within delivery pipeline.

Carried out tests to identify, report and repair issues such as bugs and glitches.

## Quality Control Executive

*India Games.Com, Mumbai, Maharashtra*

Designed easy-to-understand testing protocols for distribution to untrained personnel, incorporating corporate standards and regulatory guidelines.

Collaborated with developers and product owners to stay current on product features and intended functionality.

Wrote and optimized test cases to maximize success of manual software testing with consistent, thorough approaches.

Gathered data on integration issues and vulnerabilities and reported all findings, including improvement recommendations.

Authored and maintained well-organized, efficient and successful manual test cases for entire team.



**Education**

### 2009-06 -

**2011-05**

**2004-06 -**

**2007-05**

**MBA: Retail Management**

*Chetana's Institute Of Management & Research - Mumbai*

## BSC I.T: Information Technology

*BSC Information Technology - Mumbai*



**Accomplishments**

Participated In the Cadet Class Nationals in, of Sea Cadet Corps

Active team player representing Chetana's Institute of Management Research Cricket team, winning 2 out 3 B-school tournaments

Supervised team of 10 staff members.

Resolved product issue through consumer testing.



**Additional Information**

Software Analysis, Design and Testing.

3 months of Summer Internship Experience in Sales and Operation with ESSAR-The Mobile Store.

Having specialized expertise in Retail and Marketing for more than 2 years. Specialized Expertise Achieving the Company Targets on regular basis Adhering to the company policies Generating new prospects Closing the deal itself.



**Interests**

Cooking Cricket Travelling



**Music**

Love listening new tracks new music