**Devraj Ashok Longani**

**Email:** [devrajlongani14@gmail.com](mailto:devrajlongani14@gmail.com) **Mobile:** +(91)- 9923919393

**Personal details**

**Date of Birth:** 14-August-1985

**Address:** B- 503, Crystal Garden, Opposite Tivoli apartment, Pancards Club road, Baner, Pune- 411045 (M.S.) India

**Marital Status:** Married

**Languages Known:** English, Hindi and Marathi

**Passport details:** H4528043 valid till 29-March-2019

**Synopsis:**

Business Development professional with over 6 years of relevant & 8 plus years of total experience. Skilled in the area of cold calling, business development, team handling, training and web presentation

**Career Objective**

To secure a position with an organization that will enable me to showcase my learning’s, sales and business development skills to achieve results and mutual growth.

**Career Highlights:**

|  |  |
| --- | --- |
| **Company** | **Key Accomplishments** |
| Futurism Technologies | Expanded business along with the respective market share for the firm. Developed new marketing strategies to capture market channels with new clients. |
| Mobisoft Infotech | Successfully carried out business development by setting up appointments and lead generation. |
| Infosys BPO | Was always the top performer with regards to customer satisfaction surveys conducted and highest incentive earner. |

**WORK EXPERIENCE**

**Futurism Technologies Private Limited, Baner, Pune**

**Designation:** Business Development Manager

**Date of joining: 06-July-2015 – Till date**

**Business Unit:** IT Sales and Marketing (Pitching for Digital Marketing services, Ecommerce websites, Website designing)

**Roles and Responsibilities**

New Business Development

* Prospecting for potential new clients and turn it into increased business through cold/warm calls
* Targeting C-level & above stakeholders of various companies in the USA region to ensure a robust pipeline of opportunities
* Identifying potential clients, and the decision makers within the client organization
* Research and build relationships with new clients
* Conducting WebEx meetings with the decision makers and company’s practice leaders/Principals including relevant team
* Work with team to develop proposals that speaks to the client’s needs, concerns, and objectives
* Participate in pricing the solution/service
* Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion
* Present an image that mirrors that of the client
* Client Retention

Management and Research

* Submit weekly progress reports and ensure data is accurate
* Forecast sales targets and ensure they are met by the team
* Track and record activity on accounts and help to close deals to meet these targets
* Ensure all team members represent the company in the best light
* Present business development training and mentoring to business developers and other internal staff
* Understand the company’s goal and purpose so that will continual to enhance the company’s performance

**Mobisoft Infotech Private Limited, Hinjewadi, Pune**

**Date of joining: 24-November-2014 to 13-May-2015**

**Duration: 6 months**

**Designation:** Senior Business Development Executive

**Business Unit:** IT Sales and Marketing (Pitching for Mobile Apps development, Responsive Websites and Digital Marketing service)

**Roles and Responsibilities**

**Lead Generation & New Business development activities:**

* Identify potential clients and the decision makers within the client organization
* Market research and identify new channels for business growth
* To generate new business opportunities from Global Market
* Lead generation through sales campaign/cold calling
* Expanding the existing client base and offer optimum services to existing ones for achieving sales targets
* Responsible for Lead Generation and Business Development
* Used to target globally Startups, Entrepreneurs and companies looking to design apps for their organization
* Generating leads through Email marketing, Social media marketing and other channels

**Futurism Technologies Private Limited, Baner, Pune**

**Tenure:** 17-January-2011 to 12-November-2014

**Designation:** Senior Business Development Executive

**Business Unit:** IT Sales and Marketing (Pitching for Websites & Search Engine Optimization service)

**Roles and Responsibilities**

* Was responsible to promote IT products and services in to the international market (USA)
* Identified business opportunities and drove profitable new business with client mapping, cold-calling, focused email campaigns, presentations, etc.
* Had managed entire sales cycle including cold calling, prospecting, lead qualification, product/service presentation, proposal presentation and sales closure
* Cultivated, built and managed relationships with decision-makers and project sponsors
* Adept at mapping & analysed customer needs, technical requirements and provided viable solutions
* Comprehensive experience in Sales & Marketing activities, Account Management as well as assessment of customer needs and providing the best possible solutions to their utmost satisfaction
* Demonstrated abilities in cementing healthy relationship with the clients for generating business and leading workforce towards accomplishing business and corporate goals

**Infosys BPO Limited, Hinjewadi, Pune**

**Tenure:** 28-August-2008 to 2-September-2010

**Designation:** Senior Process Executive

**Business Unit:** Process- Verizon- USA

**Roles and Responsibilities**

* Worked as a Customer Support Executive
* Addressed customers issues, troubleshooting for internet connection issues
* Escalated issue to the right department if not resolved
* Making sure the call is handled with the set benchmark by the quality team and surpassing it

**ACADEMIC DETAILS**

|  |  |  |  |
| --- | --- | --- | --- |
| **Year** | **Course/Qualification** | **Institute** | **Score** |
| 2008 | Bachelor of Commerce (Graduation) | K.J Somaiya College, Kopargaon, Dist. Ahmednagar affiliated to Pune University | 57% |
| 2003 | Higher Secondary Certificate | S.S.G.M. College, Kopargaon affiliated to Maharashtra State Board | 47% |
| 2001 | Secondary School Certificate | Seva Niketan Convent School, Kopargaon, affiliated to Maharashtra State Board | 68% |

**Skill Sets:**

* Communication & Interpersonal Skills
* Negotiation & Persuasion skills
* Collaboration Skills
* Analytical & Research Skills
* Flexibility/Adaptability/Managing Multiple Priorities

**IT Skills:**

* In depth knowledge of Digital marketing
* Google analytics
* MS Office (Word, Excel, Outlook & PowerPoint)

**Hobbies/Interests**

* Sales training
* Watching Tennis and Cricket
* Hobby cook
* Listening music

I hereby declare that the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.

Devraj Longani