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| C:\Users\AMIT\AppData\Local\Microsoft\Windows\INetCacheContent.Word\Amit Chotai.jpg  **Amit Chotai**  3+ yrs. exp.  +91-9033295997  [chotaiamit@gmail.com](mailto:chotaiamit@gmail.com)  Education  Master in Business Administration (MBA) (Marketing) from Gujarat Technological University  Bachelor in Business Administration (BBA) (Marketing) from Gujarat University  Personal Details  Date of Birth: 1st March, 1988  Sex: Male  Marital Status: Married  Nationality: Indian  Languages Known: English, Gujarati and Hindi.  Hobbies: Travelling, Indian Politics |  | People see me as an open, social minded person having no difficulties making new friends. In my professional life, I enjoy working as self-starter business development executive. I strongly believe in actively trying to work on becoming more transparent in my work and improving my skills in achieving business goals in highly competitive markets. Broad background in account management, sales, and closing skills: Proficient in accessing decision makers, discovering buyer’s influencers, negotiations, and overcoming customer objectives. High Level competency with software technology in relation to customer’s needs.  **Professional Summary**   * 3+ years of Business Development experience in IT Software Services with good understanding of IT Outsourcing Business. * Excellent problem solving skills with the ability to work in multi-cultural environments. * Good negotiating skills. * Aware of different cold calling techniques. * Strong customer service attitude with a sense of urgency and accountability. * Solid problem solving and strong verbal and written communication skills. * Possess the willingness to take on new responsibilities and challenging job functions. * Quick learner who can master all aspects of job with limited training.   **Organizational Summary**   |  |  |  | | --- | --- | --- | | **Organization** | **Designation** | **Timeline** | | Fortune Technocrats | Business Development Manager | April 2016 – present | | TatvaSoft | Associate Business Development Executive | February 2014 – December 2015 | | Verve Systems | Business Acquisition Executive | July 2013- February 2014 | |
| **Work Summary**  **Fortune Technocrats Ahmedabad, Gujarat, India April 2016 - Present**  **Business Development Manager: Responsibilities:**   * To improve an Organization’s market position and achieve financial growth. * Define long-term organizational strategic goals, build key customer relationships, identify business opportunities, negotiate and close business deals and maintain extensive knowledge of current market conditions. * Work with internal teams, marketing staff, and other managers to increase sales opportunities and thereby maximize revenue of the organization. * Find potential new customers, present to them, ultimately convert them into clients, and continue to grow business in future. * Make presentations on Solutions/Services that meet clients’ future needs. * Develop pipeline of New Business. * Present business development training and mentoring to business developers. * Developing Quotes and Proposals. * Negotiating by Phone and Emails. * Planning and overseeing new Marketing Strategies. * Lead the negotiation to close the deal and work with resources to make it happen. * Respond to incoming: Requests for Information (RFIs), Request for Proposals (RFPs) in professional and creative manner.   **TatvaSoft Ahmedabad, Gujarat, India February 2014 – December 2015**  **Associate Business Development Executive: Responsibilities:**   * Actively involved in decision-making process together with Technical Staff and Management Decision Makers to facilitate successful execution of Sales processes. * Forecast Sales Targets and ensure they are met. * Participate in Pricing Solution/Services. * Track and record activity on accounts and help to close deals to meet targets.   **Verve Systems Ahmedabad, Gujarat, India July 2013 – February 2014**  **Business Acquisition Executive: Responsibilities:**   * Prospect for new clients by networking, cold calling, advertising or other means of generating interest from Potential Clients. * Undertake cold calling, ensuring number of calls meets call target as set by management. * Developing and implementing an end-to-end Business Development Framework * Proactive and responsive to clients and prospective clients. * Make effort and Improve customer knowledge, company’s business knowledge by self-learning, by participating in KYC sessions. |