<u>Business development manager- IT sales Resume</u>

Experience and Summary of Skills

Oct 2012 –till date

Business Development Manager   *SunSOFT Technologies (CMMi L3)*

Core Competencies

- Business development Analyst (Partnership Activity, worked in locations like
- (USA, UK, Germany, France,Portugal,Spain,UAE, Singapore, Malaysia, Honkong, Australia, Europe,South Africa etc)
- Cold calling leads from various exhibitions such as CeBIT,Gitex,Mobile world congress,Internet world etc.
- Well versed with the CMMi Level 3 processes and protocols.
- Business Development IT Projects : Software Projects Application Development And Testing services, Setting Up ODC Services
- Custom Application Development
- Offshore Product Development
- Application Management
- Legacy Modernization
- Hardware prototyping – Arduino microcontrollers
- Mobile Application Development (iPhone, Android,Windows,symbian And Blackberry)
- Final Level Escalation of Requirement in Mobile Development , Web app and RPO
- Preparing the proposal On Web, Mobile
- Market Research
- Lead research, Market intelligence and opportunity analysis
- Account Management, Team Management Client relations Management

Strategic Planning

- Formulate long, medium and short term strategic plans to enhance organizational profitability, visibility and reach.
- Business planning, forecasting and analysis for assessment of revenue potential in business opportunities.
- Analyzing & reviewing the market response/ requirements and communicating the same to the Management teams for accomplishment of the business goals
- Conducting the assessment of revenue potential in business opportunities & exceeding the revenue targets consistently.

Sales & Marketing / Business Development

- Develop good rapport with client decision makers such as VP CEO, CIO, CTO, executives in US and Canada European, and APAC markets and qualifying the lead. to get an insight on the upcoming requirements vendor reviews and up-coming projects
- Engaging and interacting with ' C ' Level CEO, CIO, CTO, or ' V or D ' level
- Handling intial Pre-Sales and Inside Sales activities like cold calling, introductory email drafts, Sales Presentations, proposal templates, marketing collaterals etc
- Staying aligned with the marketing campaigns and driving adequate inside sales activity to complement the marketing plan.
- Escalation and bringing in Requirement in the final Technical discussion on various Verticals Like Mobile, Web and ODC
- Leveraging strategic mindset to drive sales objectives
  Business and Funnel Development
  Driving Customer Satisfaction and Vendor Management
- Business Process Analysis: Preparing the sales pitch based on their Business Operation / pain points and our value proposition
- Involved in presales activities like proposal writing, RFP and other marketing documents and coordinating the pre sales activity.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Develop project or solution enhancements and redesigns that align the product development function with the goals of the organization.
- Manage relationships with internal and external business partners.
  Work with customers to ensure the smooth delivery and implementation of software solution
- Sales from pre-established contacts and other self generated leads. Track against targets and budget.

Account Management / Customer Relationship Management

- Managing the self sourced requirement and client In fixed Bid And Time and material projects for the verticals in Mobile, RPO and Web Apps
- Developing relationships with key institutions in target organizations for business development.
- Managing activities pertaining to negotiating/ finalization of deals (techno commercial) for smooth execution of sales & order processing.
- Providing service support to clients and resolving their issues/ concerns.

- Exploring potential business avenues, developing new service points and meeting pre-set revenue, collection & profitability targets.
- Maintain excellent relationship with clients to generate avenues for further business.
- Conduct customer evaluation studies.
- Work with Marketing Communications to strategize on offerings positioning and key benefits; prioritize features into releases based on market realities.
- Partner with Marketing and Sales to develop and implement effective marketing plans.
Develop project roadmaps and migration strategies.

Team Management

- Lead, mentor & monitor the performance of the team to ensure efficiency in business operations, meeting of individual & group targets.
- Create an environment that sustains and encourage high performance; motivate teams in optimizing their contribution levels.
- Coordinate activities for the identification of training needs of employees for upgrading their selling skills.
- Supporting in their Sales activity like Cold callings, Business emails, Sales pitch, and Escalating the requirement

June 2012 –Sept 2012
   Business Development Executive   Wipro   *Technologies Pvt. Ltd.*
Elearning (product and services)/Organizational Development/Learning and Development
- Generating new business proposals approaching new clients
- Increasing business opportunity
- Managing Business and developing team
- Taking up imitative of overall project managing, people, time, resources
- Building up Client relationship and client handling
- Generating New data base of client And follow up
- Negotiation of projects

Jan 2011 –May 2012
   Sales and Marketing Manager   *Farasbee*
International Sales
- Generating new business proposals approaching new clients
- Increasing business opportunity

- Managing Business and developing team
- Taking up imitative of overall project managing, people, time, resources
- Building up Client relationship and client handling
- Generating New data base of client And follow up
- Negotiation of projects
- Client relationship & Client handling
- Taking the requirements and analyzing the Requirements from the Clients

April 2010 – Dec 2010
Manager   *Furtados Music India Pvt Ltd*

- Marketing of musical instruments.
- Researching, finding out potential clients for Piano's.
- Administration, Billing, Man power management.
- Store Display, planning out ways to sell slow moving products.
- Training the sales staff in areas such as technical specs of instruments, competitive products or similar products.
- Conducting workshops and clinics, creating awareness.

May 2009 – Dec 2009
Film Analyst   *Restored Media Technologies Pvt Ltd*

- Work with different software's digital vision's DVO, phoenix, pfclean,Diamant etc.
- Analyzing Films and problem areas.
- Troubleshoot Phoenix and DVO systems.

Nov 2007 – April 2009
Avid Engineer   *Realimage Media Technology (Mumbai)*

- Working on installation of Avid software, troubleshooting encompassing all aspects of media ranging from Broadcasting to Films.
- Travel to client sites and conduct product demonstrations, customization of the product for current and prospective customers.
- Meet with clients to determine their needs, document requirements, resolve issues and provide project status.

- Develop project plans, track project execution, manage changes and execute implementation plans.
- Worked with Boxx workstations systems trouble shooting for Filmmaster nucoda.
- Worked with different products of Digital Vision such as DVO, Filmmaster, and DVNR 2k.

Jan 2007 – May 2007
Project Co-ordinator   *Tridat Technology (Mumbai)*

- Provided maintenance and support to Tridat's business clients Lion Bridge and Tata Interactive Systems.
- Organized and managed various E-learning and Localization based projects.

Academic Record and Background

Bachelors Degree in Software Engineering USA

Technical skills and Certification

1 **Software programming**   *:* C, C++,javaDot net,ASP
2 **System**   *:* Windows (95, 98, 200, NT), MAC/OS X

Languages

1 English,Hindi,Tamil,Marathi

Career Goal

To further my career in a growth oriented organization where I can leverage my summary of skills and experience by leading a competent software development team on projects from conception through to implementation and maintenance and by providing value added support to the line of business, to enhance my growth and development and excel as an ethical.