



# RAKESH KUMAR

*SR. BUSINESS DEVELOPMENT EXECUTIVE*

I am a Business Development Manager with more than 7 years of experience in Corporate Sales and Customer Acquisition focused in expanding new business in Key Accounts to meet business objectives.

## CONTACT DETAILS



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## PROFESSIONAL SKILLS

Business Development  
Negotiation  
Customer Relationship  
Key Account Management  
Team Management  
Product Upselling

## EDUCATION

B.Tech in Information  
Technology  
Rajasthan Technical University,  
Kota  
2008 - 2012

## WORK EXPERIENCE

### *SR. BUSINESS DEVELOPMENT EXECUTIVE*

*MICROGENESIS CADSOFT PVT LTD | NOV 2019 - PRESENT*

- Responsible for upscaling Business of Autodesk and MMA & Territory Account
- Manage a team of ISR & Field Executives
- Preparing and submitting techno commercial offer best suited to customer needs and within company interests.

### *BUSINESS DEVELOPMENT EXECUTIVE*

*PHOENIX COMPOSITE SOLUTION | JAN 2018 - OCT 2019*

- To carry out other project base project sales related activities as may be required from time to time.
- Promotional activities of industrial products of Frp & providing long term solutions to industries particularly in core sector for prevention of erosion and corrosion of equipment, pumps, pipelines, tanks, vessels, & flooring, concrete and MS structures.

### *SENIOR EXECUTIVE*

*OPPTUM ENGINEERING SOLUTIONS PVT LTD | A U G 2016 - NOV 2017*

- Lead generation via multiple techniques such as direct mailing, Emails and cold calling.
- Preparing and submitting techno commercial offer best suited to customer needs and within company interests.
- End to End sales cycle right from lead generation to winning

### *SENIOR EXECUTIVE*

*SUVARNAPRABHA FIBER FABRICATION | JUNE 2013 - AUG 2016*

- Preparing Invoice, proposals and quotations.
- Providing pre-sales and after-sales support.
- Negotiating contracts, terms and conditions
- Reviewing cost and sales performance