**[Brajraj Singh]**

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+917999960719

Objective statement-

* To obtain a position that will enable me to use my strong organizational skills, award-winning educational background, and ability to work well with people.
* Maintain the top most rank of company by the help of our technical and Marketing skills
* Expand the business of client's business organization all over worldwide by the help of our IT -services.

Academics -

* High School from MP Board with 81% Marks
* Higher Secondary from MP Board with 72% Marks
* BTech (CSE) from MIT Indore , RGPV university

Professional Experience-

 **RAC IT Solutions Pvt Ltd**  **Aug 2018 –Present**

* I am working as Business development executive here my work responsibility take the contract of IT infrastructure at Rental Basis.
* Find the prospective client and take the appointment and demonstrate the about our business and try to convert for Rental rather than purchase the IT infrastructure.
* Make the database of our prospective client and send the email, cold calling and follow up them.

 **MCR Logitech IT solution PVT LTD Jan 2016 – March 2018**

* I have worked MCRL as a business development manager to handle the Marketing team and Guide to Marketing team and handle the client of word wide
* Coordination with developer team to descibe the all modules of project
* Research and analysis the market and find the prospects business
* Take the project from domestic and International Market
* Business development (B2B) & Lead generation

 **Sveltose technology** **March 2014 –DEC 2015**

I did work in sveltose Technology as a Business development executive as well as Business Analyst where take the project from various Freelancing portals such as :Freelancer , Upwork , Gure , PPH ,Fiver etc.

Personal Details-

Name - Brajraj singh

Fathar Name - Mr. Vishvaveer singh

Mother Name – Mrs. Munni Devi

D.O.B - 12 june 1990

Sex & Status - Male & Single

Nationality - Indian

Address- Village&Post- Charthar , Bhind(MP)

Our Strengths-

* Result Oriented : Ability to handle the task start to end and deliver within given deadline
* Strategic planning and startegic leadership
* Decision maker : Collecting facts , discovering issue and providing sound solution
* Self motivated , Analytical , Problem solver , Punctual , Dedicated , Enthustic
* Cold communication and Presentation skills
* Able to build strong long term engagement with client
* Team leader and team organizer
* Excellent experience in selling IT services, IT sales, Software sales
* Ability to draw inferences and suggest recommendations based on Independent conclusions
* Passionate leader with first class communication skills and a long track record of sucessfully management

Roles and Responsibilities -

* Take the project from clients and assign to developer team
* Generate the Revenue by the use of our Marketing and technical skills

2

* Make the strategy to generate the high sales and take our company on top
* A Fundamental responsibility of software sales cycle
* Responsible for overall leadership and guidance to team
* coordinating with the company's managing director, creating strategic and innovative plans to drive business

Marketing Activities-

* Sales planning and Selling according to client's need
* Meeting the prospective client and generate the leads
* Able to create strong business relashionships with prospects
* Able to analysis the client's business and provide the unique IT solution
* A lots of strategy to entangle the client and sell the our IT services
* Able to research and analysis the current market and provide the IT services according to demand
* Excellent experience in selling technology based solutions to strategic clients across Enterprise clients .
* Engagement and interacting with Business Head level Enterprise clients, focus on large Captive accounts
* Identify the enterprises client's needs and goals , determine the entire business of client and recommed the best IT solution

 Actively seeking out new sales opportunities through cold calling , networking , and also social Media ,direct Personal visit , etc.

Our achievements -

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Proven track record in revitalizing unsuccessful business

Successful track record to find the solution in the adverse circumstances

3