**Name- Sujit Bhosale**

**Contact number- 8149933966**

**Email address-** [**sujitskd@gmail.com**](mailto:sujitskd@gmail.com)

**Profile:-**

Completed MBA in Marketing and have 3 years of experience into Sales and Marketing of SaaS based product along with services like Digital marketing, Web designing & development & Mobile applications.

**Education:-**

* **Master’s in Business Administration** (Marketing) – PCMRD Collage, (Pune) 2012-14.
* **Bachelor of Commerce** – BMCC (Pune) 2009-12.

**Professional Experience:-**

**ProfitBooks Solutions Private Limited.**

**Designation**- Business Development Manager.

**Duration**- 2 May 2018 to 31 Jan 2019.

**About ProfitBooks Solutions Private Limited-** ProfitBooks is a SaaS based accounting and inventory management solution having its clients across the globe.

**Roles & Responsibilities-**

* Take follow up of leads generated by Digital Marketing team.
* Understand the client requirement and suggest him right product.
* Schedule online demos through Anydesk or TeamViewer.
* Convert Online demos into sales.
* Provide customer support after sales.

**Reality Premedia Services**.

**Designation**- Business Development Executive.

**Duration**- 19 Aug 2016 to 03 Nov 2017.

**About Reality Premedia Services-** Company develops software based on Augmented Reality Solutions along with Premedia Services like Image Processing, eBooks and other digital services. Company have clients across the globe.

**Roles & Responsibilities-**

* Generating leads through LinkedIn, Quora & other such professional sites.
* Bidding on freelancing sites such as upwork, people per hours etc.
* Email Marketing.
* Social Media Marketing.
* Converting leads into Sales through regular follow ups.
* Handling accounts and generating recurring business.

**Definitics Software Solutions** (8 Dec 2014 to 7 April 2016) - Business Development Executive.

**About Definitics Software Solutions**- Company is into website and mobile application development specialised in developing Ecommerce solutions. The company has develop their own grocery application under the name of KiranaSaver.

**Roles & Responsibilities-**

* Generating leads through Social Media Marketing, Email marketing etc.
* Handling inbound leads.
* Converting leads into sales.
* Provide after sales support.

**Loyalty Solutions and Research Ltd** from July 2009 to June 2010 - Freelance Marketing Consultant.

**Energizze Business Solutions** from (9 April 2016 to 19 Aug 2016) - Freelance Marketing Consultant.

**KEY STRENGTHS:**

* Effective problem solving ability, excellent communication skills & reasonable analytical skills.
* Good perception & quicker adaptability to the organizational changes and environment.

**PERSONAL DETAILS:**

* **Name**: Sujit Bhosale.
* **Date of Birth**: 03/9/1990
* **Nationality**: Indian
* **Marital Status**: Unmarried
* **Languages Proficiency**: English, Hindi & Marathi.
* **Native Place**: Pune.

**DISCLAMER:** The above stated particulars are true to the best of my knowledge and belief.