

Vinod Kumar M.

Business Development Executive

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Objective

**To work in a dynamic business
environment where my skills and**

**experience in business
development can contribute to
achieving the organization's
growth and sales goals.**

Experience Summary

**I Grow Virtual IT Solutions (17-08-
2022 – 30-12-2023)**

**Client: VMware | Project: Renewals
Operation**

Led the sales renewal operations, managing and closing high-value opportunities.

Developed and executed reclassification strategies for sales orders, optimizing order processing.

Engaged with stakeholders and clients, resolving queries, and ensuring smooth communication through email.

Generated renewal quotes for software licenses, driving successful client renewals.

Collaborated with internal teams, ensuring adherence to project deadlines and successful opportunity closures.

Supported various business functions, contributing to cross-functional projects that enhanced customer satisfaction.

Artech Infotech, Bangalore (29-10-2021 to 16-08-2022)

Client: NTT DATA | Project: Sales Operation

Created and managed sales opportunities, developing quotes aligned with client requests.

Collaborated with clients to determine pricing strategies for Australian dollar quotes.

Maintained close coordination with internal teams and clients to

**ensure smooth daily operations
and successful deal closures.**

**Managed client communication to
address sales needs and
facilitated accurate product
delivery.**

**Infosys BPM, Bangalore (01-08-
2018 to 18-06-2021)**

**Client: Honeywell Aerospace
Technologies | Project: Aircrafts**

**Handled global sales tickets,
providing sales support and
troubleshooting
hardware/software issues.**

**Led the quoting process for
aviation, defense, and aerospace
industries, ensuring timely quote
delivery.**

**Managed customer relationships,
providing ongoing support across
multiple business units.**

Oversaw post-sales activities, managing sales orders from creation through delivery, resolving disputes, and ensuring customer satisfaction.

Skills and Expertise

Sales and Business Development

CRM Systems (Salesforce)

**Quote Creation & Renewal
Management**

Client Relationship Management

Cross-functional Collaboration

Stakeholder Communication

Sales Order Management

Education

**B.E. in Avionics Engineering – 72%
[Noorul Islam College of
Engineering]**

HSC – 63% [Sreenarayana]

SSLC – 80% [State Board]

Personal Details

Date of Birth: 30/05/1993

Nationality: Indian

**Languages Known: English,
Malayalam, Hindi, Tamil**

Marital Status: Unmarried

Declaration

**I hereby declare that the
information provided is true to
the best of my knowledge.**

Date:

Place: