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Summary

Experiencing with a demonstrated history of working in the information technology and services industry. Skilled in Management, Business Development, Leadership, Team Management, Website and Mobile Application Services.

Experience



Business Development Manager

KBK Business Solutions

Mar 2022 - Present (1 month +)

- * Contacting potential clients to establish rapport and arrange meetings.
- * Planning and overseeing new marketing initiatives.
- * Researching organizations and individuals to find new opportunities.
- * Increasing the value of current customers while attracting new ones.
- * Finding and developing new markets and improving sales.
- * Attending conferences, meetings, and industry events.
- * Developing goals for the development team and business growth and ensuring they are met.
- * Training personnel and helping team members develop their skills.



Business Development Manager

Freelance

Jun 2020 - Feb 2022 (1 year 9 months)

- * Identify potential clients in the target market and complete appropriate research on the prospective client's business and equipment needs
- * Develop relationships with prospective clients, while maintaining existing client relationships
- Partner with sales teams to create contract-winning proposals for current and prospective clients
- * Negotiate contract terms with clients and communicate terms to stakeholders
- * Collaborate with design and production teams to ensure contracted product specifications are executed on-time and as agreed
- * Become a subject matter expert on our business products, processes and operations, and remain up-to-date on industry news



Business Development Executive

Versatile Mobitech Pvt Ltd

Oct 2017 - May 2020 (2 years 8 months)

- * Oversee the sales process to attract new clients.
- * Work with senior team members to identify and manage risks.
- * Maintain fruitful relationships with clients and address their needs effectively.
- * Research and identify new market opportunities.
- * Prepare and deliver pitches to potential investors.

* Foster a collaborative environment within the organization.

Education



Mother Teresa college of Engineering & Technology

Bachelor of Technology - BTech, Electrical, Electronics and Communications

Engineering

2010 - 2015



Sachdeva Junior college

2008 - 2010



St.Claire High School,Godavari khani

2007 - 2008

Skills

Mobile Applications • Team Management • Management • Business Development • Marketing • Leadership • Inside Sales • Business Management • Communication • Team Leadership