

RESUME

Name : Bhavendra Kori
Contact No. : (+91) 95102 11997
E-mail : koribhavendra@gmail.com
Qualification : Bachelor of Engineering (BE) –2016 (CSE) – Gujarat Technological University

Work Experience

* August 01, 2019 to till date working as BUSINESS DEVELOPMENT EXECUTIVE at **WEBLINEINDIA, AHMEDABAD.**

Job profile includes:-

- Responsible for lead generation process and find the quality leads for sales.
- Cold calling to EOIs to find out the potential leads.
- Do Various Marketing campaign via Bulk emails and LinkedIn portal to get genuine leads.
- Requirement gathering with technical team to get final cost and estimated hours to get project done.
- Set up face to face meetings for the Business head as well as CTO in USA.
- Assisting CTO for USA meetings and scheduling the place and time for proper time management.

* April 07, 2018 to July 31, 2019: BUSINESS DEVELOPMENT EXECUTIVE at **KIDSAGE CHILDREN NEWSPAPER COMPANY, AHMEDABAD [1.4yr].**

Job profile includes:-

- **As a Business development executive:**
 - Interact with schools' principal, teachers and parents as well as students.
 - Identify new leads as per requirements and through social portals like Facebook and get inquiry from Franchise portals like Franchise India and Franchise Asia.
 - Make reminder calls and do follow-ups to the inquirer to make prospective lead.
 - To provide the daily status and monthly status of leads to the manager for the work done.
 - Sell franchise and do all legal process from both side Company and franchisee.
- **As a Client Relationship Manager:**
 - Co-ordinate with current client to handle their queries and discuss marketing strategy for their locations' franchise.
 - Prepare online Google sheet of client's location schools for generating new business.
 - Generate new business from client engaged follow-up schools.
 - Proper support throughout the year to franchise for the renewals.

July 07, 2016 to Nov 09, 2016: Intern as **Junior Web Developer** at **MARVEL INFOCOMM PVT. LTD AHMEDABAD, (0.5Year).**

Job Profile includes:-

- Website testing Nationaltenders.com and submit a report.
- Learning Yii2 Framework with basic CRUD application.
- Made Core PHP form CRUD application for a Companies' profile.
- Designed Responsive Mail Templates for work requirements and free website.
- Testing Mail templates with GMAIL SMTP server..
- Setup bulk mailer tool for Mail templates.
- Solved the Networks problem for the DNS server, which couldn't identify company's website domain for accessing on a web by ISP.
- Import CSV file on MYSQL database rows 80k.
- Remove Duplication by Assigned Unique key and various Database queries.
- Provide a button in Yii2 Framework to get data in excel sheet from all listing or a current page (Export to excel).
- SEO for company website to generate sitemap and submit it on Google Console, generate back links.
- Digital Marketing on Social media, made profile for a company website.
- Made a Search App in Core PHP for the customer database in Bootstrap design.
- CRUD application, login system, Pagination Listing Entries and provide State wise city data search in Search App.

Skill Set

Technical (IT):

- Language : PHP
- Database : MYSQL
- Design : Bootstrap
- Tools : WAMP Server, PHP MYADMIN
- OS : Windows8.1, Linux(Ubuntu)
- Package : MS Office
- Frameworks : MVC Yii2
- CMS : WordPress
- Networking : OSI model, SMTP server, IP address Management

Non-Technical (Sales & Marketing):

- Business Development Management
- Direct sales & marketing
- Indirect sales & marketing
- Franchise (Business) Selling
- Brand Development
- Client Relationship Management
- Marketing Research
- HR solutions
- Digital Media Marketing
- Lead Generation

Educational Background

Exam	Institute	Examination Board	Percentage	Year
B.E.	GEC DAHOD	GTU	62.00	2016
H.S.C.	Vivekanand Vidyalaya	GSEB	63.69	2012
S.S.C	Jyoti Vidya Vihar	GSEB	79.69	2010

Personal pursuits

- Ability to implement strategies by using or adapting tactics.
 - Ability to adjust to and work with teams.
 - Interest in awareness of markets and IT implications.
 - Ability to identify market segments, niches, and potential markets.
 - Thorough knowledge of competitors' products and services.
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Personal Details

Address : 8, Vishnunagar, Nagarvel Hanuman Mandir, Amraiwadi, Ahmedabad, Gujarat – 380026.

Date of Birth : July 21st, 1994

Father's Name : Vishnubhai

Nationality : Indian

Sex : Male

Marital Status : Single

Language Known : English, Hindi, Gujarati

Place:

Date:

BHAVENDRA KORI