





RAJIV RAVAL

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OBJECTIVE

To Work in a field that challenges my Technical, Management, Business Development, Interpersonal and Leadership skills. I would like to enhance my skills and knowledge while working and contributing towards the goals of the organization.



EDUCATION

MCA | Gujarat Technological University

2010 – 2013 - DISTINCTION

BCA | Bhavnagar University

2007 – 2010 - SECOND



EXPERIENCE

Sales Dev. Rep. / BDE | AcuaInt SoftTech

MARCH 2019 – PRESENT

Insight selling, B2B Sales(ISV), Prospecting, Cold Calling, B2C Sales, Account Management, Lead generation, Pipeline building, CRM, Sales Cadence.

Inside Sales Rep. / BDE | Analytix Solutions

JULY 2018 – FEB 2019

Systemic and specific cold email approach, Cold calling, Sequential cold email sequence strategy, Lead nurturing, LinkedIn Sales Navigator, Social Media Penetration.

Business Analyst/ BDE | Universal Software

JAN 2016 – JULY 2018 (2.6 YEAR)

International Business, Development, Campaign Planning & Execution, Client/Customer, Relationship, lead nurturing, Proposals & Collaterals, Requirement analysis, RFPs, Wireframe Designs, Project Management, Bulk Email, Cold Calling,

BDE / Business Analyst | Eons Soft Tech

OCT 2014 TO JAN 2016 (1.3 YEAR)

International Business Development, Digital Marketing, Social Media Marketing, Client Relationship, Cold Calling, Email Marketing, Lead Generation from Elance, Guru, PPH, Upwork.

Software Developer/ Marketing Executive | Info-Gram Software

SEP. 2013 TO FEB 2014 (06 MONTHS)

ASP .NET Framework 4.0, HTML, CSS, Managing Govt. Tenders, Tender Leads,(n) Procure Tender, Account Management, Customer Relationship, Product Demonstration, Marketing, Lead Generation & Management, Cold Calling etc.



SKILLS

- Proficient : HTML, SDLC, System Analysis & Design(SAD), Bootstrap, Microsoft Publisher, CSS, CRM, MS Office, Axure RP Balsamic, Web Designing & Development, etc.
- Average : C++, Java – Core & Advanced, Oracle(My SQL), PHP, ERP, Data Structures, Photoshop, VB 6.0
- Basic : .NET, AngularJS, Software Testing, Selenium, Jmeter Networking, Windows OS, Linux, laravel, Sonarqube Wordpress, Joomla, Magento, shopify, Jenkins, GitHub.



ACTIVITIES & PARTICIPATIONS

- Got Certification from IITGN for participation in Short course Building early stage start-ups and valuations By Mr. B V Jagadeesh (Kaaj Ventures, USA)
- Agile Project Manager, Agile at Work, Scrum: Advanced, Scrum Fundamentals Certified from LinkedIn.
- **Attended following Events and Seminar**
- A Talk with the Most Influential Consultant Alive - DR.RAM CHARAN
- YI - CII - Path Breakers At YMCA
- India-Japan Annual Summit
- Leaders Of Tomorrow – ETNOW
- Startup Summit Pitch Sessions
- TIE ICT SIG - Discussion on Scaling Up ICT Ventures
- UK Opportunities Roundtable
- Let's Talk Tech Vyaapaar
- The Bitcoin Talk by Andreas
- IACC SEMINAR ON INVESTMENT USA
- Tie Con Ahmedabad
- Start-up visa program of Canada
- Vibrant Gujarat
- IACC - The Opportunities & Challenges in Starting U.S. Operations
- CII - Startup Engage. IN - "Evolution of Innovation Revolution"
- Digital Marketing & Branding Workshop At AMA
- Information Technology for Smart Cities
- Business Session with Thailand Board of Investment
- Emerging landscape for Indian IT Industry" by Dr. Mohan Reddy @ AMA
- NASSCOM e-market launching



OTHER DETAILS & SKILLS

- Total Experience : 4+ years
- Extra Skills : Presentation, Product Testing, ISO Certification, Business Management, Social Media Marketing, Business Analysis, Project Management, Team - Management, Microsoft Publisher, etc.
- Area Of Interest : Start-ups–Research, Agile, Scrum framework
• Event Participation Business Analysis, Quality
• Analysis, Corporate/B2B Sales, Web/Software Development, Mobile app Design, System Analysis & Design etc.



PERSONAL DETAILS

- Permanent Address : C-1582 Opp. Naavurang Furniture, Nr. Anand hall, Kalvibid Bhavnagar - 364002 +91-9898179037
- Email Address : rajivraval09@gmail.com
- Date of Birth : February 27th, 1989
- Marital Status : Married
- Languages Known : Gujarati, Hindi, English



REFERENCES

Mr. Ravi Patel
Project Manager - Universal Software,
Ambawadi, Ahmedabad.
Contact No: 9723050142



DECLARATION

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

RAJIV G RAVAL