

Meet Dholakiya
Contact: +91 9687597156

Career Objective

Dedicated and Motivated Business Development Executive with 3.1 years of experience in outsourcing IT industry, looking for an organization where I can make the optimum use of my strength and capabilities to get the best result and to contribute the maximum share in the success journey of the organization.

Personal Information

Date of Birth : March 15th, 1995
Gender : Male
Marital Status : Single

Contact Information

Address : L-404, Aarohi Elegance,
South Bopal, Ahmedabad-380058,
Gujarat, India.
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Email Address : mkdholakiya15@gmail.com

Educational Qualification

Graduation : **Bachelor of Engineering (Computer Science & Engineering)**
Institute : B.H. Gardi College of Engineering & Technology, Rajkot, Gujarat, India

| Qualification | Board/University | Percentage |
|-------------------|------------------|------------|
| B.E (Engineering) | GTU | 6.04 CGPA |
| H.S.C | GSHEB | 58.82 |
| S.S.C | GSEB | 75.85 |

Experience

1. Current: Business Development Executive at IT Path Solutions Pvt. Ltd (Oct 2019 To Present)

- Generating leads through Cold Calling, LinkedIn, Angel.co and various platforms.
- Pre-sales activities, sharing documents according to client requirements, requirement gathering, preparing scope of work document, creating feature list, submitting proposals (RFQ/RFPs), presentation and other pursuit materials development. Meeting the new clients via different Professional Networks.
- Going through the various phases of the sales cycle process. Understanding the resource planning with respect to time and cost. Finding out the solutions for the customer requirements and providing the better technological solutions to the customers.
- Persona identification and qualifying leads through matching similar tech-capabilities.
- Constant follow up with client and prospects and making sure the pipeline is intact.
- Making strategies to achieve monthly, quarterly, yearly targets, according to that calculating the efforts that how much efforts will be required.

2. Business Acquisition Executive at Verve Systems Pvt. Ltd, Ahmedabad (Jul 2017 – Sept. 2019)

Finding regions/territory and identifying the potential clients by qualifying them through several procedures and managing the contacts.

- Visiting client's websites and identifying the prospects through different parameters such as sector of industry, products or services provided by it, number of employees, technology used to develop the products along with research on LinkedIn profiles of the clients and understand whether their tech stacks are aligning with our companies services or not.
- Data extraction, email campaign generation, Cold Calling to generate leads, pre-sales activities.
- Majorly responsible for scheduling on-site trip for the Europe Region (Belgium, Switzerland, Austria, Netherlands, Denmark, Sweden) for personal meeting with CEO, top delegates of the company to initiate long term relationship for their development partners.

Core Competency

- Believe strongly in Teamwork.
- Internal Co-ordination with the team members
- Evaluating and filtering the self-mined data in terms of sector of industry, number of employees, technology expertise, location of the company etc. and then pitching them accordingly.
- An effective communicator with excellent soft & interpersonal skills, logical thinking and analytical ability.
- Prominent expertise in writing very detailed email according to prospect pain area, key points, service related content.
- Presentation skill and regular interval follow-ups.
- Long-Term relationship approach with the Prospect.

Technical Skills

Core Knowledge of technologies like Open source tools and technologies, Mobile Apps technologies and Microsoft technologies.

Interests

Learning New Things, Travelling, Listening Music, Watching Movies.

Declaration

I do hereby declare that the above information is true to the best of my knowledge.

Meet Dholakiya