

Milap Paneri

Address: Balaji Golden Transport Company, Bardolpura, Madhupura Near Municipal office,
Ahmedabad - 380004

Email: milap.044@gmail.com | Telephone: **+91 9724652502**

PERSONAL STATEMENT

A hard-working, knowledgeable and target-oriented IT Sales person with an extensive successful sales record. Builds and maintains a loyal client base through strong relationship-building skills, and excels at devising strategies for increased sales.

I am an enthusiastic and career oriented person, keen to face new challenges. I have the thus looking for a challenging position, one that can make best use of my skills and enable my personal and professional development. a valuable addition to a forward-thinking company with strong opportunities for progression.

KEY ACHIEVEMENTS

- **Capermint Technologies:** Spark employee of the month July 2017.
- **Capermint Technologies:** Managed finance cycle and recurring ratio of the client to get repeat projects from the client.
- **Capermint Technologies:** Achieved quarterly target twice in Year 2018.
- **Capermint Technologies:** Achieved record-breaking sales of \$21,500 in a single month, May 2018.
- **TRooTech Business Solution:** Achieved quarterly target in 2020.
- **TRooTech Business Solution:** Sell a 5 developers on monthly retainer for 3 – 6 month contract.

EMPLOYMENT HISTORY AND EXPERIENCE

05/2019 – Present

Sr. Business Developer, TRooTech Business Solutions

- Successfully managed big ticket size projects
- Lead and analyze RFI, RFQ, RFPs and other requirements.
- Negotiated fixed price contracts to secure.
- B2B sales for long term contract.
- Assist teammates for the overall sales process,
- Uses CRM and ERP systems to record data
- Build long-term relationships with new and existing customers.

03/2017 – 04/2019

Sr. Business Developer, Capermint Technologies Pvt Ltd

- Identifies and generates leads through networking, cold-calling and marketing, converting into key accounts,
- Bidding, Email Marketing and Cold Calling prospects from database.
- Emphasizes product features based on customers' needs and up-sell/cross-sell IT products/services.
- Uses CRM and ERP systems to record data
- Build long-term relationships with new and existing customers

07/2016 – 03/2017

Business Developer executive, Webbions Technologies

- Bidding, Email Marketing and Cold Calling prospects from database.
- Lead Generation through Database filtering and communicating with potentials.
- Customer Relation Management and Client Understanding.
- Payment Request to client.
- Project Coordination and delivery handling.

EDUCATION

2016

BE: Information and Technology

GTU, Alpha College of Engineering and Technology, Khatraj, Gujarat, India

2011

Higher Secondary School Certificate, Grade (XII)

Rajsthan Hindi High School Shahibaug, Ahmedabad, India

2009

Higher Secondary School Certificate, Grade (X)

Rajsthan Hindi High School Shahibaug, Ahmedabad

SOFTWARE

Microsoft Office (PowerPoint, Word, Excel and Outlook), CRM and ERP systems

PERSONAL INTERESTS

Travelling, Mountain biking, Listening music, Gyiming and Cricket.

Softskills

- Good communication and presentation skills
- Optimistic approach to any problem and high enthusiasm levels
- Good Leadership qualities, team player skills and confidence level
- "Never say die" attitude

Personal Details

Full Name: Milap Paneri

Father's Name: Surendra Paneri

Martial Status: Single

Date of Birth: 29/05/1993

Nationality: Indian

Gender: Male

Languages Known: English, Hindi, Gujarati.

Declaration

I hereby declare that the above mentioned particulars are true to the best of my knowledge and belief.

Milap Paneri