

## PROFESSIONAL SUMMARY

- **2 years** of working experience as Business Development Executive.
- **1.3 years** of working experience as a Project Planning Engineer

## SKILLS

- Expert strategist who uses research of competitors, market conditions, customer needs, and organizational core competencies to claim company success.
- Skilled communicator and negotiator who understands persuasive delivery and can confidently present sales pitches to potential partners and reports to board members.
- Confident salesman who combines enthusiasm, product knowledge, and customer assessment to pitch products in a way that increases brand awareness and encourages product loyalty.
- Accomplished understanding of financing activities, including budgeting, investing, and cost-cutting through careful analysis.
- Strong organization and time management skills and careful attention to detail to guarantee that business ventures are successful and development is absolute.
- Responsible for handling the client relations.

## WORK EXPERIENCE

### Techforce Infotech PVT. LTD.

Business Development Executive (Jan 2018 to till date)

- Closed new business and developed negotiating strategies by coordinating prospects goals and requirements with company objectives and procedures.
- Developed, coordinated and implemented sales strategies that identified and produced new business in two different markets/ states.
- Established CRM to increase sales, improve sales forecasting, and enhance account tracking on new and existing clients.
- Strategize ways to build market share, increase revenue, and acquire success through innovative developments in organizational structure.
- Identify ways to build brand awareness through engaging campaigns that establish the company reputation, incite curiosity, and inform potential customers.
- Mainly focusing on industries like Ecommerce, FinTech and Manufacturing with Technology stacks like Java, WordPress, PHP.
- Generating leads and scheduling the meetings.
- Researching organizations and individuals online (especially on social media) to identify new leads and potential new markets.
- Bidding on like portals Upwork and generate leads from other platforms.

- Responsible for researching market condition and competitor's movement.
- Managed the communication with clients by negotiating and maintaining relationship with them. Researching the needs of other companies and learning who makes decisions about purchasing.
- Training personnel and helping team members develop their skills.

## **Oswal Infrastructure Limited**

Project Planning Engineer (Sep 2017 to Dec 2018)

- Became an integral part of the newly-established stadium planning division.
- Responsible for conducting several layers of site surveys and submitting each set of results to management.
- Maintained an incident log for each project that was used to make the planning for future projects more efficient.
- Responsible for creating grading surveys for every new build project.
- Coordinated site utilities with project manager.
- Took part in final project walk-throughs.
- Ability to work well under pressure.
- Tracked the delivery of all project-related materials & Resource allocation
- Prepared analysis reports to track the progress of each phase of manufacturing & Wide-scope scheduling
- Ensured that all site operations were carried out in safe productive manner.

## **EDUCATION QUALIFICATION**

- I have done **B.E Mechanical** from **Rajiv Gandhi Proudhyogiki Vishwavidyalaya**.
- I have done **H.S.C** from **MPBSE**.

## **PERSONAL PROFILE**

Date of Birth: 06-05-1994

Marital Status: Single

Gender: Male