

KANDARP BADSHAH

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Objective

To utilize my technical skills and provide a professional service to customers by applying and honing my knowledge and working in a challenging and motivating working environment.



Experience

Brevity Software Solutions Pvt.Ltd.

September 2017 - Current

Business Development Executive

Working with the Latest technologies be a great experience and provide the expert skills to the esteemed clients always get the positive feedback with the promising long term business relations.

- Generating a new sales/business leads opportunities via different tools. Maintaining the Lead process flow.
- Closely co-ordinating with project management team and clearing the doubts. Working on the requirement gathering.
- Recognise the client industry and drafting an email for them and taking followups based on the situation.
- Bringing new projects while maintaining the current
- Project proposal based on the requirement
- Bidding on different portals like Upwork, PPH,GURU etc.
- Manage the projects in Project management tool Proofhub
- Single point of contact for business related queries
- Handling the inbound clients as well. (Website inquiry)



Projects

Baits- Digital flyer

The first open platform for digital flyers in Spain! Find and discover the best opportunities, offers and novelties of your favorite brands, or discover your new favorite products comfortable and customizable advertising

NYR - Project recommendation app

User needs to answer few queries. Based on the answers system can fetch the best suitable products for them.



Electricity Monitoring System

System inform the client about the usage of electricity. It also helps to prevent the overload by alarm



Life Stress Test

The clinical tool for Assessing Life Stress



Ulowgic

Online Education Portal



Skills



Lead generation



Lead processing



Customer Relationship Management



Email Marketing



Client communication



Project Proposal



Project bidding



Education



Ahmedabad Institute of Technology (Gujarat Technological University)

2012-2016

Bachelor Degree Information Technology

7.60 CPI



Shree Sharda Higher Secondary School

2012

HSC

61.80



Achievements & Awards



Earned Business Manager position at MNC product based company named Forever Living Products



Language



English Hindi Gujarati



Activities



Volunteer at Agam Foundation for bird saving and animal help program.



Trekking in different activites like Rock Climbing, Rappelling, Horse riding etc. at Bharat Scout and Guides in Panchmarhi. Completed a basic trekking course at Swami Vivekanand Institute of Mountaineering



Managed college tech and cultural events as core team member.