

# **Nirali Bosmiya**

## **Business Development Executive**

Professional Business Executive with 3+ years of experience in business development processes. Involved in generating new leads researching accounts, identifying key clients, and seeking client's satisfaction in situations keeping target as recurring clients.

**Tel: +91 8200225099**

**Email:**

**niralibosmiya@gmail.com**

### **EXPERIENCE**

#### **Business Development Executive, Zealous System Private Limited**

December 2020 - Present

- Manage inside sales, inbound/ outbound
- Lead Generation & B2B Marketing
- Develop in-depth analysis of sales and marketing objective for each major account, revenue potential and current budget breakdown
- Interacted with Vendors for rate negotiation and timely submission of Resume. Monitoring and following-up without delay till final selection
- Maintaining full control of the interview process from resource qualification to finalizing engagement
- Responsible to understand and analyze the requirements in different domain categories
- Working closely with BA Team for precise estimations and building necessary documents

#### **Business Development Executive, AddWeb Solution Private Limited**

December 2017 - September 2020

- Maintaining and expanding the database of prospects of the Organisation through the use of Internet and databases to effectively identify new targets for sales and marketing
- Pre-Sales inquiry handling, Checking client's background, Seeking capacity of client and eliciting clear and definite project requirements from the Client
- Bidding and proven project conversions from various portals such as Upwork, Freelancer, Guru, FreelancerMap, Toptal, AngelList, Hubstaff, etc. Cold calling with International clients.

### **SKILLS**

- Ability to maintain a high level of professionalism and confidentiality
- Respond quickly and effectively to client requests
- Demonstrable ability to spot commercial opportunities, with strong customer services and sales support background
- Teamwork, Research and Development
- Highly organized with strong attention to detail

### **LANGUAGES**

English, Hindi, Gujarati

- Taking calls for negotiations and finalizing the requirements from forth to end.
- Discussing the requirements with the technical team to minimize gaps in effort estimations and diminish risks
- Managing ongoing reputation with the client and catering them with all kinds of required and satisfactory services. Taking feedback and reviews over portals such as Clutch, Upwork, Freelancer, etc.
- Supporting in preparing project plans and associated communications documents
- Interacting with the Development team and ensuring smooth project handover
- Conducting the following internal activities: Help develop an account strategy and plan that makes the best use of firm resources. Meet customer expectations
- Client Communication and get the project onBoarding and ensure to make it run flawlessly.
- Proven success in developing new business and managing sales cycles, generating leads and closing deals while developing strong client relationships

### **PHP Development Trainee, TOPS Technologies Pvt. Ltd**

Jan 2014 - Feb 2015

> Projects Undertaken:

- Title : "WEBSITE ON E-GOVERNANCE "
- Language : PHP
- Title : "WEBSITE ON NAVJIVAN THAT IS I-MEDICAL"
- Language : PHP

### **EDUCATION**

#### **L.J. Institute of Technology - CGPA: 8.24**

Mar 2015 - Jan 2018

Bachelors in Computer Engineering - Ahmedabad

#### **Government Girls Polytechnic - CGPA: 8.49**

Jan 2012 - March 2015

Diploma in Computer Engineering - Ahmedabad

#### **Divine Buds English School - Ahmedabad**

SSC - 2012

## Hobbies and Interests

- Teaching, Leadership
- Reading Blogs Online
- Make Creative things , Traveling different places, Trekking
- Cooking and watching new recipes.
- Making predictions on different categories