

SUMMARY

7+ years Experienced & Enthusiastic Hard Working and success-driven business development manager in solution selling and new business development. Eager to support TECH and IT Companies with superb knowledge of Inside and Outside sales Team handling and client relationship management. Experienced partner and customer relationship builder who excels at using competitive intelligence to identify and capitalize on business opportunities.

KEY SKILLS

Operations

Marketing

Business development and planning

Client relations

Telesales skills

Business development and planning

Systems-Software Planning & Handling

PROFESSIONAL EXPERIENCE

Project Manager

Jan '21 - Present

Ease India Tours

Kangra

- Ease India Tours is Himachal's Leading Tour&Travel Company.
- I was a Project Manager, Responsible for Providing IT Solutions. My Team Worked on its Website & App Development and made solutions for them to manage daily Manual tasks Digitally.
- Trained their Staff To work on Digital Solutions we have developed.

Business Development Manger (Team Leader & Lead Generator)

Jul '18 - Jan '21

Web N Ware Info Solution Pvt. Ltd.

Jaipur

- Negotiated and closed long-term agreements with new clients in my assigned territory.
- Collaborated with sales and marketing departments to support business objectives and client acquisition.
- Manage Inbound and Outbound calls. Developed long-term relationships with coworkers and customers.
- Oversaw a successful SEO and link-building campaign to boost the credibility of the website and increase traffic.
- Collaborated with business and IT teams to align project objectives with corporate strategy and establish project milestones. Made phone calls, emails, and in-person inquiries to potential customers.

Sr. Business Executive

Nov '16 - Jun '18

Miracle technology Canada

Jalandhar Punjab

- Used SEO strategies to create and launch marketing campaigns like with different packages.
- Built long-term relationships by focusing on the unique needs of customers and finding the best solutions.
- Perform Data Entry Operation in E-commerce sites.
- Co-ordinate with developer team and make them understand about the client issues and bugs.
- Troubleshooting IT related issues such as problems with Email functionality, CMS features and DNS configurations.
- Generate leads over Internet (Upwork, Freelancer , Guru, Craigslist) and help sales team to covert them into clients.
- Incorporated new media and web advertising initiatives into my client's marketing strategies to increase brand awareness.
- Devised creative sales and marketing strategies to help the company grow.

Business Executive

Ebiz Infosys

Feb '13 - Oct '16

Jalandhar Punjab

- Established relationships with key decision-makers within the customer's organization to promote growth and retention.
- Closed long-term agreements with new clients after negotiating with them.
- Understand the client requirements, communicate with them over Skype , email , Slack , Trello etc.
- Provide Mature leads to sales team to get sales from end-user.
- Developed long-term relationships with coworkers and customers.
- Coordination with advertisement team over Social Media Platforms.

EDUCATION

- **MCA | Sikkim Manipal University | Chandigarh | August '11 - May '13**
- **BCA | DAV Collegae | Dasuya (Punjab) | Sept '09 - July '11**

Interests

- **Travelling**
- **Volleyball**
- **Playing Video Games**

References

- Damian Edmond | FORM Architect Inc | Jamaica
- Richard May | ECHOS Consulting | Kingston
- Eduardo Guendlman | Lusens Inc. | Canada
- Bhanu Pratab | Ebiz Infosys | Pathankot