

# AS\_PA\_02\_IT Sales

As a professional degree student, I wish to achieve consistent performance by enhancing growth with the right mix of value and knowledge possessing the traits of excellent interpersonal skills and outstanding problem solving and decision making.

- Business Development, International Business Development,
- Corporate Sales, Study various verticals, identify potential customers,
- Client Relationship Management, Building the sales funnel generating leads via cold calling,
- IT Sales, IT Marketing, Enterprise Sales, SAAS Sales,
- International Call Center, International Sales, International Marketing,
- Lead Generation , Inside Sales,
- B2B Sales , B2C Sales,
- Inside Sales, US & USA, UK, Canada, Australia Inside Sales Manager,
- Software Sales, New Client Acquisition, Revenue Generation, Software Solution Sales,
- Presales Consultant, Sales Forecasting,
- Sales Management,
- CRM Management,
- Proposal Documentation,
- Excellent communication and negotiation skills, Impeccable written & spoken English,
- Develop the business plan and execute the sales strategy,
- Prior experience in lead generation for Enterprise accounts,
- Expertise in emails reach-outs,
- Proven record in overshooting the sales target,
- Identifying, qualifying, and prospecting enterprise business leads in the US market using outbound calling, email marketing, social media, and other relevant marketing channels,
- Building and managing outbound business development pipeline,
- Classifying hot, warm, and cold leads and taking the necessary steps to convert hot leads and nurture warm and cold leads,
- Revenue generation, strategic partnership development and management,
- Assist in marketing and pre-sales activities, Send regular updates to the management and actively participate in the decision-making process

Year(s)	Qualification Degree/Certificate	Board/ University	Percentage/CGPA
2010	MCA	IGNOU, New Delhi	63%
2008	BCA	IGNOU, New Delhi	64%
2005	12 <sup>th</sup>	BSEB , Patna	50%
2003	10 <sup>th</sup>	BSEB , Patna	65%

**Company: IT MNC GROUP [www.itmncgroup.com](http://www.itmncgroup.com)**

**Designation: Business Development Manager**

**Experience: 6.2 year (April 2015 to Present)**

**Monthly Seles target: \$10K USD**

**Responsibilities:**

- Doing bidding on various bidding portals like freelance, Guru and Upwork.
- Deals with the clients through emails and various other means of communications.
- Generating business through leads received thru email marketing/linkedin; other sources, client requirements, client relationship channels.
- Interact with clients for their technical requirements.
- Project Management.
- Use portals like LinkedIn, Data.com, Discover.org, Zoominfo.com, lusha.co, Marketo.cometc. to gather prospect coordinates and contact information.
- Direct and online marketing of web based software applications.
- Strong Analytical, technical, Sales & Marketing fundamentals along with good sales negotiation skills.
- Writing proposals, RFI responses for prospects and clients & close deals
- Manage & coordinate information within the team in order to arrive at accurate bid
- Devising new and innovative business development plans and strategies
- Experience in handling overseas clients
- Adhere to all quality standards and processes, for the acquisition of customers, opportunities and submission of tender and contract documents.

- Provide regular feedback to senior management about marketplace and competitor activity
- Develop effective working relationships with customers through regular meetings and identify and obtain further sales and business development opportunities
- Work with and Group marketing to develop marketing campaigns to support Sales Strategy. Generate new business and raise awareness of other company products.
- Identify requirements for new products & services to anticipate and potentially lead the market.
- Undertake regular project reviews with all involved in these processes to ensure transfer of knowledge

**Company: Weblink.In Pvt. Ltd.**

**Designation: Business Development Executive**

**Experience: 1.10 years (June 2013 to March 2015)**

**Monthly Seles target: \$5K USD**

**Responsibilities:**

- Launch SEO campaigns for clients.
- Implement online search strategies.
- Provide remote support, advice and tips to clients.
- Good experience in selling Internet Marketing services in international market on target basis.
- Able to generate business in SEO/PPC/ SMO / Web development/design/mobile apps
- Prospect for new business and business partnerships across the Globe i.e., USA, Canada, Australia, Singapore, UAE etc.
- Identify, develop and manage distributor/reseller relationships to influence and drive sales growth for Weblink.
- Develop, agree, cost and implement a bespoke business plan for each designated market – to include product, price, distribution and promotion - and agree realistic and achievable sales targets for each of these markets.
- Develop, manage and strengthen all facets of distributor/reseller and customer Interaction, including face-to-face visits with each distributor/reseller to develop Relationships and manage major accounts and prospects effectively.
- Meet all reporting requirements and actively communicate with teams across Weblink
- Result oriented & able to work independently.
- Cold calling with justdial and Indiamart client

**Highlights:**

- Achieved appreciation for developing new business idea
- Proposed potential business deals by exploring new opportunities.
- Representing the company for brand awareness.

