

Contact HR Consultant for CV No: 340318

E-mail: response@gulfjobseekers.com

Website: <http://www.gulfjobseeker.com/employer/cvdatabasepaid.php>

I am sending this e-mail enclosed with my resume with regards to the Business Development Manager open position at your organization. Upon reading the specification of the job description I am confident of being a perfect fit as my experience and abilities match your requirements.

A Business Development Manager with 12+ years of experience in Banking, Finance, Insurance and Mortgage industry with expertise in Market Intelligence, Sales, Marketing, Project Management, Business Administration & Quality Management.

An expert at developing and marketing BFSI services & IT solutions for the BFSI domain, I have had the opportunity to plan, develop, implement, manage and showcase major initiatives that drive revenue growth with millions of dollars. I led teams that supported individuals, assistant managers, and executives. I possess a strong desire to build a career within your industry in a marketing environment. I strongly feel that my expertise on services and solutions that I am selling coupled with my natural enthusiasm allows me to inspire customers to close a deal.

* *15% of conversion ratio of prospect customers to clients*
* *Creating targeted business development and marketing strategies*
* *Ensuring high standards are constantly maintained in every arena*
* *Achieved appreciating revenue targets within a span of 5 months*
* *Six Sigma project on Marketing Database Optimization, benefit of 2 FTE’s (full time employee), revenue growth by $48,000 annually*
* *Six Sigma project on Workflow Management - revenue benefit of $37,000 annually*

It’s my desire to work with a reputed and goal oriented company like yours, where there will be a big stage to showcase my capabilities to over achieve your organizational goals. I would welcome the opportunity of an interview, where we would be able to discuss in greater detail.

I thank you for your time and I look forward to hear from you.

**AREAS OF EXPERTISE**

*Business Development*

*IT Solution/Application Sales*

*BFSI Services Sales*

*Project Management*

*Client Acquisition*

*Corporate Sales*

*Online Sales & Marketing Market Intelligence*

*Sales Management*

*Mortgage Banking*

*Operations Management*

*Transition Management*

*Quality Management*

*Pricing & Negotiation*

**PROFESSIONAL**

*MBA (Marketing and Finance)*

*Bachelor in Commerce*

*Lean and Six Sigma Green Belt Certified*

*Certified in US Mortgage*

*Certified in General Insurance*

*STAR certification from OnTrac*

**PERSONAL SKILLS**

*Entrepreneurial spirit*

*Persuasive & articulate*

*Relationship development*

*Influencing skills*

**PERSONAL SUMMARY**

An innovative thinker, who craves for challenges to work outside his comfort zone. I am a motivated team player who consistently aims to push revenue expectations and exceed goals. I possess excellent communication skills, ability to build rapport easily, open up clients, find out exactly what they need, and then present them with a wide range of services and solutions. Pragmatic and results orientated, with a focus on bottom line results. Track record of achieving and exceeding the standards of performance set out for any sales projects. I would like to develop my career in a fast moving environment, and I am currently looking for a suitable position with a company that values passion, positivity, integrity and hard work.

**CAREER HISTORY**

**Business Development Manager**, *Capgemini*  **Oct 2014 to Oct 2016**

Responsible for developing and selling BFSI services and IT solutions to clients in the United States and United Kingdom. Accountable for identifying each sales lead, and of making the most out of every opportunity to increase revenue and profitability. International business understanding, combined with cultural sensitivity has underpinned the success within domestic and overseas environment.

Responsibilities:

* Reach out directly or through partners to target prospective business deals
* Carry out market research through industry contacts, publications, trade events, news to identify ideas for growth
* Filter out high potential deals by analyzing business strategies, prerequisites and internal priorities
* Design the best negotiating strategies by considering the risks and rewards, by keeping the counter-parts’ preferences & goals in mind
* Lead the negotiation to finalize the deal and draw on resources from within the company for a successful deal
* Constantly keep upgrading the business development techniques, and help in enhancing the company knowledge base by participating in training and educational initiatives
* Work with the Marketing department to ensure that the marketing and branding initiatives are efficient and effective
* Help building the brand of the company within the industry, potential vendors and customer community
* Responsible for maintaining strong relationships with the internal staff, external stakeholders (partners, officials, regulators)

**Assistant Manager – Transition**, *EXL Services Ltd*  **Oct 2012 to Oct 2014**

* Managed end to end IT solution projects
* Worked on several projects, programs and teams simultaneously; coordinated with different departments to carry out operations successfully.

**Team Lead – Transition,***Ocwen Financial Solutions* **June 2009 to Oct 2012**

* Transitioned 5 onshore projects in 1 year for a mortgage banker
* Managed projects through transition until steady state

**Team Lead – Operations,** *Accenture Services Pvt Ltd*  **Feb 2004 to May 2009**

* Managed Sales and Customer Service operations for a UK Motor Insurance company

**REFERENCES** – Available on request.