|  |  |  |  |
| --- | --- | --- | --- |
| **Applicant Name ----------------------------------------------------** |  | **DEVENDRA**  |  |
| **Applied Position** - ------------------------------------------------- |  | Skilled Position in any Sector |  |
| **Location Preferred**-------------------------------------------------------------- |  | UAE /Singapore |  |
| Date of Birth…29- JULY-1974 |  |  |  |
|  |  |
| E-mail Id devendra.373657@2freemail.com  |  |  |  |
|  |  |  |  |  |
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**OBJECTIVES** :

To enhance my working capacities, professional skills, business efficiencies and to serve my organization in best way with sheer determination and commitment



**EXPERIENCE :**

**14 Years Experience in Business Development (Sales & Marketing)**

**Presently, working with “Global IT Point “Leading Indian IT company New Delhi (INDIA) since Feb 2010.**

* **As a Business Development Manager**

Responsible for professionally managing the entire sales cycle, right from lead generation through to prospecting, arranging appointments, giving presentations, negotiating, closing and then transferring new accounts to account management teams.

**DUTIES:**

* Performing thorough assessments of any current marketing opportunities
* Visiting prospective clients in their offices, and also attending trade shows and networking events.
* Assess the potential of a specific territory and its realistic future market share.
* Dealing with ‘price only’ customers and negotiating with them.
* Gathering informative, facts and statistics about customer trends and preferences.
* In consultation with senior managers setting national targets for sales, pricing and margins.
* Monitoring business activity, studying the outcome of projects.
* Generating new business through online prospecting, cold calling, face to face meetings and networking.
* Replying to all customer enquiries in a timely and accurate manner.
* Promote the company brand to key buyers, ensuring their knowledge is current and appropriate.

**From** 2002 to 2004 Worked with (E ways systems Pvt. Ltd). New Delhi INDIA

* **Position as a Sales Manager**

**From** 2004 to 2007 Worked with (TSK InfoTech Pvt. Ltd.) New Delhi INDIA

* **Position as a Sales-Marketing Manager**

**From** 2007 to 2010 Worked with Dynamic Host Leading (IT COMPANY New Delhi) INDIA

* **Position as a Business Manager**



**- ACADEMIC QUALIFICATIONS :**

Graduate from Delhi University (INDIA) on regular basis



**- PROFESSIONAL QUALIFICATIONS :**

1 Year Regular Diploma in Multimedia Production and Web Technology from AIT New Delhi INDIA

Very good knowledge of thirty software’s



**House Address**

**Passport No**.

**Country Visited**

**Marital status**

**Family Details**

**Language Known**

**Current CTC**

**Travel allowance**

**Expected CTC**

**Notice Period**

|  |  |
| --- | --- |
| B-1/310, FIRST FLOOR, YAMUNA VIHAR DELHI -110053 | (INDIA) |
|  |  |
|  |  |
| L7644415 (Expiry in March 2024) |  |
|  |  |
|  |  |
| MALAYSIA, SINGAPORE , THAILAND AND HONGKONG |  |
|  |  |
| Married |  |
| Wife is M.B.B.S doctor and has a 10 yrs. old daughter, | who |



is studying in 5th standard in Convent School New Delhi (INDIA)

English and Hindi

1200 Canadian Dollar Per Month INR

200 Canadian Dollar monthly for Metro city only)

Negotiable

2 weeks



I have Medical Administration and Nursing experience also, because my wife is M.B.B.S Doctor. And we have a Gynecology and Child Clinic in Delhi INDIA, in my spare time I have been assisting her for last 12 years



**II CERTIFICATIONS II**

I the undersigned certified to the best of my knowledge and belief, this bio data correctly desire my qualification.

**Dated : 15/10/2017**

**Yours truly,**

**DEVENDRA**