## Pranav Yadav C:\Users\asus\Downloads\DSC_0771.jpg

## Business Development Executive | Sales Executive

## Email Id: [pranavy009@gmail.com](mailto:pranavy009@gmail.com)

## Contact Number:

## Summary:

## In charge of implementing marketing plans in order to maximize business performance and increase sales. Responsibilities include organizing business events, implementing marketing strategies, interacting with potential clients and business partners, and cold calling prospects. Consistently, met and exceeded sales goals for 3 consecutive years by maintaining and creating a consistent pipeline

## Business Skill Set:

## Strategic Prospecting

## Rapport Building

## Field Sales and B2B revenue generation

## Client Communication and coordination

## Excellent communication Skills

## Excellent presentation skills

## Professional Experience:

## Company: Pelf Infotech pvt ltd

## Designation: Business Development Executive

## Duration: 12st October 2015 - 19th February 2018 (2.5 years)

## Responsibilities:

## Responsible for business development for SolidWorks software for the state of Maharashtra.

## Prospective customers included educational Institutions, engineering colleges and CAD CAM training centers.

## Acquired B2B leads for new business opportunities via extensive field work and cold calling.

## Closed new business and developed negotiating strategies by coordinating prospects goals and requirements with company objectives and procedures.

## Set up technical demonstrations for prospective clients.

## Handled end-to-end sales and after-sales services

## Undertook all below-the-line activities (conducting as well as participation in events).

## Company: Edgeworks Catalyst Design Designation:Sales Executive

## Duration: August 11 2014 till October 10 2015 (1.3 years)

## Responsibilities:

## Primarily responsible for sales of BricsCAD in Maharashtra region. Prospective customers included architects, civil and construction clients.

## Built credibility, established rapport, and maintained communication with corporate and governmental clients at multiple levels

## Acquired B2B leads for new business opportunities via extensive field work and cold calling.

## Set up technical demonstrations for prospective clients.

## Handled end–to-end Sales and after sales services

## Company: Seed Infotech Ltd

## Designation: Sr. Officer - Marketing Duration: July 2012 till August 2013 (1.2 years) Responsibilities:

## Involved in promoting and advertising IMS (Infrastructure management services) / Hardware and Networking courses for prospective clients which included educational institutions for two centres.

## Facilitated the entire sales process; cold calling, lead generation, closing sales

## Travelled to engineering institutions / colleges for the region of Pune.

## Arranged technical demonstration for prospective customers.

## Conducted in-premises and client premises training for clients on various technologies.

## Generated Walk-ins for the respective centres.

## Company: Saakal Media Group Designation: Marketing Intern

## Responsibilities:

## Acquired details of the methods of advertising and marketing for jewellery and fashion brands

## Participated in events namely :- Saakal Gruhotsav (Property Exhibition) & Saakal Auto Expo (Automobile Exhibition)

## 

## Education:

## 

|  |  |  |  |
| --- | --- | --- | --- |
| Course | Institute | University / Board | Year of Passing |
| MBA | Welingkar Institute of Management (Marketing), (Currently Pursuing) | Mumbai University | - |
| BBA | Sinhgad Business School (Marketing) | Savitribai Phule Pune University | 2012 |
| HSC | P.Jog College of Commerce | Maharashtra State Board | 2010 |
| SSC | N.I.O.S | Delhi Board | 2008 |

## 

## Personal Details:

## Date of Birth: 19/12/1991

## Marital Status: Single

## Languages: English, Hindi, Marathi.

## Declaration:

## I hereby declare that the above mentioned information is correct upto my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.

## Pranav Yadav