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Summary

"Business Development Specialist with a proven track record of driving growth and innovation in the Engineering sector. Expertise in building strategic partnerships, cultivating client relationships, and creating value-driven solutions. Skilled in analyzing tender documents and providing innovative solutions for the Civil Engineering & IT service sector. Committed to leveraging my skills and experience to excel in Business Development and Consulting."

Experience



Business Development Specialist

Cloudstrats Technologies Pvt. Ltd. (Dec 2022 – Present)

- ✓ Successfully acquired clients in the Central and State Government, large corporates, and partners.
- ✓ Developed client-specific presentations and business plans resulting in increased engagement.
- ✓ Expertly analyzed tender documents, addressing contractual requirements in pre-bid meetings.
- ✓ Collaborated with internal teams to ensure customer feedback was incorporated into operational efficiency enhancements.
- ✓ Led high-performance teams to win key stakeholders of assigned accounts.



Business Development Executive

Industrybuying.com (Aug 2021 – Nov 2022)

- ✓ Managed a full territory, ensuring high customer satisfaction and fostering long-term relationships.
- ✓ Achieved and exceeded target quotas for qualified opportunities and revenue growth.
- ✓ Upsold and cross-sold products to clients in various industries.
- ✓ Cultivated lasting relationships with clients through effective communication and solution-driven approaches.
- ✓ Managed key clients, including Alstom, Bombardier, IHCL, JSW Steel, ATC Tires, Tajmahal Hotels, and others.



Sales Engineer

Heico (Hydraulic & Engineering Instruments) Oct 2019 - Jul 2021

- ✓ Communicated product quality and operational benefits to customers.
- ✓ Collaborated on branding and collateral for industry events, and ensuring seamless delivery.
- ✓ Expertise in Civil Engineering instruments for construction and manufacturing sectors.
- ✓ Collaborated with stakeholders to identify workflow processes and business challenges, shaping project plans.
- ✓ Proficient in Salesforce software for quotation and lead management.
- ✓ Managed relationships with prestigious clients including IIT's, NIT's, PSU's and Big Construction firms like L&T Construction, Tata Projects, Dilip Buildcon etc.

Skills

- | | |
|------------------------------|-------------------------------------|
| * Business Development | * Civil engineering |
| * Content management | * Key account relationship building |
| * Client servicing | * Key account management |
| * Business development | * Lead generation |
| * New business opportunities | * Sales |
| * Business-to-business (B2B) | * Account management |
| * Teamwork | * Project management |

Education



GLA University

B-Tech in Civil Engineering [First Division]



CBSE Board

Intermediate (12th) [First Division]



CBSE Board

High School (10th) [First Division]

Certifications

- 1) LinkedIn Marketing, Lead Generation, and B2B Sales for LinkedIn – Udemy
- 2) The Complete B2B Sales Course: Lead Generation to Closing – Udemy
- 3) Fundamental Course in Salesforce Certified Associate (101) – Udemy
- 4) An Entire MBA in 1 Course – Udemy
- 5) Executive Diploma in Business Management – Udemy
- 6) Professional Diploma in Project Management – Udemy