

# Manish Kumar Bansal

## Business Development Manager

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Self-motivated and success-driven business development manager with 3+ years of experience in solution selling and new business development. Eager to Support Most all of my last Companies with superb financial transaction and Analytics on Google chrome, including online marketing and value-added services. In Previous Roles, I achieved a lot of success for technical and Retail / SME / MSME knowledge with management part as well. Collaborated with business development, marketing, and product departments on the creation of competitive concept proposals.

Developed & Implemented new service offerings based on detailed and documented insights of market and client needs. Managed and maintained a structured analysis of target markets, clients, and documentation in the CRM system. Provided market intelligence and feedback to global and regional teams on the market, industry, and competitors' developments.

Built and maintained relationships with key contacts at potential clients, consulting companies and partners in order to get access to new opportunities. Boosted company revenue by 30% during the first year of employment. Prospected for potential new clients and turned them into increased avenues of business. Developed relationships with senior decision makers (incl. CEOs, CFOs, CMOs, or VPs) within potential clients.

Develop & Implemented negotiating strategies and positions by examining risks and potentials as well as estimating partners' needs and goals. Worked closely with SVP and GM to develop customer acquisition strategies to obtain maximum salesvolume and profitability. Developed and oversaw marketing functions to identify key marketing strategies for successful new customer acquisition and sales growth. Enhanced organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

I have ability to achieve a Good Target & Deliver High Intending / Innovative Selling Pitch among Prospects / Clients for Sales & Retention in IT & Software Solutions Projects related to Website Development / Mobile app development / SEO Optimization / Graphics and illustrations / Software Solutions / ready Built Product Solution for Specific Industry / SAAS Licenses. Now I want to utilize this core Strengths and skills with known & Reputed firm.

## Work Experience

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### Sales Manager

Udyog Software India Limited- Mumbai, Maharashtra

Nov 2021 to Present (Work from Home) – Bengaluru, Karnataka

In Previous Roles, I achieved a lot of success for technical and Retail SME / MSME's market knowledge.

Collaborated with business development, marketing, and product department (Jewellery) on the creation of competitive concept proposals.

- Developed new service offerings based on detailed and documented insights of market.
- Managed and maintained a structured analysis of target markets, clients, and documentation in the CRM system.
- Built and maintained relationships with key contacts at potential clients.
- Consulting companies and partners in order to get access to new opportunities.
- Prospected for potential new clients and turned them into increased avenues of business.
- Developed relationships with senior decision makers (incl. CEOs, CFOs, CMOs, or VPs) potential clients.
- Implemented negotiating strategies and positions by examining risks and potentials as well as estimating partners' needs and goals.
- Worked closely AVP to develop customer acquisition strategies to obtain maximum sales volume and profitability.

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### Senior Business Development Executive

Consilio Digital - Bengaluru, Karnataka

June 2021 to Oct-2021

In Previous Roles, I achieved a lot of success for technical and market knowledge with management part as well.

- Collaborated with business development, marketing, and product departments on the creation of competitive concept proposals.
- Developed new service offerings based on detailed and documented insights of market and client needs. Managed and maintained a structured analysis of target markets, clients, and documentation in the CRM system.
- Provided market intelligence and feedback to global and regional teams on the market, industry, and competitors' developments.
- Built and maintained relationships with key contacts at potential clients, consulting companies and partners in order to get access to new opportunities.
- Prospected for potential new clients and turned them into increased avenues of business. Developed relationships with senior decision makers (incl. CEOs, CFOs, CMOs, or VPs) within potential clients.
- Developed negotiating strategies and positions by examining risks and potentials as well as estimating partners' needs and goals.
- Developed and oversaw marketing functions to identify key marketing strategies for successful new customer acquisition and sales growth.
- Enhanced organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

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### **Business Development Executive**

Webitrex Info Solutions Pt. Ltd. - Chandigarh, India

Jan 2020 to June-2021

- Developing growth strategies and plans.
- Managing and retaining relationships with existing clients and Team of 12 Members.
- Coordinating business proposals, International Clients.
- Identifying and mapping business strengths and customer needs Researching business opportunities.
- Industry trends locally and internationally, Drafting and reviewing contracts.
- Reporting on successes and areas needing improvements
- Handling Operations & Feedback of Clients & updates of Development Team.

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### **Business Development Executive**

Ditinus Technology Pt. Ltd. - Mohali, India.

Sep-2019 to Dec-2019 (Night Shift)

- Developing growth strategies and plans.
- Managing and retaining relationships with existing clients.
- Client base of 1500\$ Per month target.
- Having an in-depth knowledge of business products and value proposition. Writing business proposals, Negotiating with stakeholders.
- Team Leadership.
- Online Bidding on Freelancer & Up Work.
- Client Handling / Proposal Drafting.

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### **Business Development Executive**

Sky Vision Technology & Services - Chandigarh, India.

Jan-2019 to Sep-2019 (Part Time)

- I'm responsible there for actively driving and managing the pre sales process with direct and channel customers.
- Cold Calling
- Proposal Drafting
- Business Solutions Pitch on Call.
- Engaged in a presale's technical consultancy role, the consultant will provide technical assistance and guidance during the pre-sales process by identifying customers technical and business requirements, prior to designing a solution, consulting with technical teams about capabilities, and supporting business sales teams, account managers and partners on proposal activities.

## Education

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### **Diploma in Computer Engineering**

Chandigarh Polytechnic College - Mohali, Punjab

January 2017 to December 2020

## Skills / IT Skills

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- Leadership
- Teamwork
- Communication skills
- Computer skills
- Customer service
- Marketing
- Negotiation
- Sales
- Business development
- Microsoft Excel
- English

## Languages

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- English - Native
- Hindi - Native
- Punjabi – Native

## Awards / Achievements

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### **Best volunteer for ECO Club**

March 2015

Organized by TERI for research on Importance of 3R related to Resources available surrounding us

## Certifications and Licenses

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### **Google Analytics**

June 2021 to Present

Google Digital Garage

**Date:**

**Signature:** Manish Kumar