**Atul Chaudhary**  **D-208,Steller Jeven, Noida**

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**CAREER OBJECTIVE**

To aggressively prospect, maximize sales; provide exemplary customer service and opportunity for advancement while effectively utilizing extensive experience and proven track record of success.

**PROFESSIONAL STRENGTHS**

* More than 06 years of extensive International experience in Client servicing, Business Development across the Globe.
* Expert in new sales.
* Expert in client retention.

Proved leadership record and sales coach.

* Good experience in getting the resale from existing accounts.
* Possess in-depth knowledge of proposal preparation bid management and collateral preparation.
* Highly skilled in reviewing proposals & managing projects.
* Additional strengths and competencies include: marketing/sales, business development, presentation skills, relationship building.
* Ability to handle complex tasks and exceed client expectations.
* Possess excellent analytical and organizational skills.
* Ability to understand and capture technical as well as business requirements.
* Goal oriented and ability to handle multiple tasks.
* Possess excellent Negotiation, Marketing, Cold Calling and Customer Retention skills.
* Experience in building and managing the team with motivational skills.
* Also experience in managing the operations, project management and office management.

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| **EDUCATION RECORD** | |
| 2012 | M.B.A Integrated Engineering (Marketing +C.S) with **~62 %** from Mangalaytan University, Aligarh, UP. |
| 2007 | Std. XII with **65.2 %** U.P Board |
| 2005 | Std. X with **61.5 %** U.P Board |

**WORK EXPERIENCE**

* **From June 2016 to till date**
* **Organization: Ethane Web Technologies Pvt. Ltd.(Rankingbyseo.com)**
* **Designation: Sr. Manager Business development**
* **Responsibility:**
  + Managing the existing accounts.
  + Taking the feedback also solving the client problems.
  + Getting resales from existing clients.
  + Coordinate with the Project managers.
  + Collecting the recurring bills/dues.
  + Also, making the follow-up with the clients and suggesting the solution and increase the revenue.
  + Helping team to achieve their targets.
  + Taking Training session and sharing my own ideas to team.
  + Conducting reviews
* **From July 2015 to May 2016**
* **Organization: Brain pulse Technologies Pvt. Ltd.**
* **Designation: Account Manager**
* **Responsibility:**
  + Here I was in new sales as well as in account management.
  + Analyzing the leads received in the System and prepare the proposal for them and communicating with client and closing the sales.
  + Also making the follow-up with the clients and suggesting the solution and increase the revenue.
  + Analyzing the possibilities of getting the revenue with the existing clients.
* **From Nov 2014- June 2015**
* **Organization: Dagur group**
* **Designation: Business Head**
* **Responsibility :**
* Team building and managing team and training.
* Bidding on Portals, Email Marketing, group Discussion on Social networking website.
* Identifying business from across the globe.
* Ability to generating and qualifying sales leads for business development.
* Coordinating With client & Prepared Proposals related activities.
* Researching and identifying prospective clients.
* Making Business proposals & case studies for clients, Client handling.
* Good understanding & knowledge of web development industry [Open Source Technology], Mobile App development, digital media marketing and IT services.
* Assisting the team in related area.
* Supporting all Sales related activities for the organization.
* Initially Analyst the Requirement, Suggesting possible solutions for the client’s requirements.
* **From Nov 2013- Nov 2014**
* **Organization: MMF InfoTech Technologies Pvt. Ltd.**
* **Designation: Sr. Business Developer**
* **Responsibility**
* Selling and marketing a large range of tech solutions to a global clientele. Currently obsessed with the potential of mobile apps& web development and digital media marketing.
* Build and maintain network in the industry with the clients.
* Ability to manage the relationship at various levels in the clients.
* Driving the sales revenues & achieving them.
* Identify potential customers.
* Conduct extensive market research and continue gathering information throughout the life of the business.
* To identify, negotiate and manage relationships with clients whose objectives and product/service offerings complement short and long-term visions of the company.
* Strategize to identify, prioritize and pursue new and existing opportunities with partners and existing clients.
* Development of business plans, proposals, and agreements.
* **(From June 2012- Nov 2013)**
* **Organization: Gour soft**
* **Designation:Business Development Executive**
* **Responsibility** 
  + Cold calling, business meetings for the ERP product.
  + Analyzed end user’s problem statement.
  + Gave a detailed work breakdown structure with precise estimates for each task.
  + Documenting questions and responses from customer interviews.
  + Preparing System Requirement Specifications (SRS) and Technical Document.
  + Wrote business requirements, Use Cases, and functional requirements.
  + Business development activities to include proposal development, client relations.
  + Call and face to face visit prospective, new and present customer to assist new business.
  + Defining flow of process as per defined requirement.
  + Coordinating different Development and testing teams, carrying out regular meetings
  + Giving demos of the project to End User and Management.

**COMPUTER PROFICIENCY**

* **Operating system:** windows 98, windows 2000 server, windows XP, windows vista, windows 7,8
* **Applications :** MS office, Access, Excel, Outlook, PowerPoint and Word
* **Languages:** HTML, CSS, .net, PHP, SQL etc.

**PERSONAL SKILLS**

* Comprehensive problem solving abilities.
* Adaptable with Dynamic Environment.
* Ability to deal with people diplomatically.
* Willingness to learn.
* Team facilitator and hard worker.

**ACHIEVEMENTS&EXTRA CURRICULAR**

* Successfully participated in Tsunami program in University
* Successfully hosted a seminar in the Dewas where I speak at” The way of success”.

**PERSONAL PROFILE**

* + Nationality : Indian
  + Gender : Male
  + Date of Birth : 04th Jan1991
  + Languages Known : English, Hindi
  + Hobbies : games

**Declaration:**

## I hereby declare that above information is correct to the best of my knowledge and belief.

**Place: Steller Jeven Noida**  **Atul Chaudhary**