

## **Nayan Chavda**

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### **PROFILE SUMMARY**

Business Development Professional with more than 6.6 years of experience and demonstrated history of working in the information technology industry, consulting product engineering, IoT, and Data Science. Strong professional with Communication, planning, problem-solving, client servicing, and people management skills coupled with confident decision making for enabling effective solutions leading to customer satisfaction and low operational costs.

Proactive and outcome-oriented with a passion for continuous improvement. Possessing the ability to rapidly achieve organizational goals and quick learning is the skill that pushes me to find new solutions and work along with innovation.

### **Core Competencies**

- Hands-on experience in integrated sales and marketing campaigns with experience in internal & external communication, content management, and brand designing.
- Initiate the first level discussion with the prospect from the target accounts understand their projects road map and identify opportunities to close the deals
- Extensive experience in sales and marketing tools like ZOHO CRM, Salesforce, Hub Spot, LinkedIn Sales Navigator etc
- Build and maintain the relationship with the C-level decision-makers within the target accounts.
- Serve as the lead point of contact for all customer account management matters until the positive closure of the RFP
- Collaborate with the technical department to understand the scope of the services/solutions that could be delivered and how to position our offerings in the market in general and specific accounts in particular

### **EDUCATION**

- Master of Science in Computer & Information Technology – **2015**
- Bachelor of Computer Application – **2012**
- Higher Secondary Certificate (HSC) – **2009**
- Secondary School Certificate (SSC) – **2007**

### **Functional Skills**

- Business Development & Client Relationship
- Strategy planning and Implementation, Cold Calling, Mass mailing
- Meeting Scheduling Skype & In-person, Events/Conferences Orchestration
- Lead Generation, Team Management, Market Research
- Strong Presentation Abilities
- Internal Communications, Account Management
- Product Marketing & Selling
- Go-To-Market Strategy, Content, Collaterals, Decks Creation

## ORGANISATIONAL EXPERIENCE

### Teksun

till now

**Designation:** Business Development Manager

- To manage the sales operations and force the Business Growth of the company
- Lead the team of Executives and manage Sales generation and client engagement Activities
- Worked closely with Global VP of product with 2 million for identifying the target market, target accounts, and services to be covered in the business development (Revenue) activity, which was achieved by nearly 2 million.
- Writing winning proposals & responding to RFI/ RFQ/RFPs and client business inquiries.
- Develop and implement business tactics to support organizational strategies and goals.
- Managing complete project lifecycle from Initiating, Planning, Executing, Monitoring, Controlling & Closing.
- Nurturing and analyzing clients' requirements and providing the best possible solution.
- Managing existing client accounts from pre-sales and post-sales.
- Presentation of the technology solution to the clients.
- Services offered are mainly Digital Transformation, Product engineering, IoT, Cloud Services and Quality and Testing Automation tools as well as Manufacturing services
- Worked across Smart Home, Consumer Electronics, Healthcare, Industrial Automation, Oil & Gas Aerospace & Avionics, Semiconductor, & Automotive industries from North American regions
- Managing CRM for maintaining leads and accounts.
- Scaling up existing business by leveraging current capability and client relationship
- New ideas for increasing sales and marketing for the company.
- To be the Key contact for all problems and queries with specific business assigned.

### Volansys Technologies

Oct '18 – Mar '21

**Designation:** Business Development Executive

- Primary responsibilities are the revenue generation and the new business development through various sales campaigns using cold calling, email marketing, and social networking
- Experience in handling inbound/outbound leads of the company, Drafting quotes and proposals for clients
- Successfully accomplishing the sales activities like from Generation of the new leads to Qualification the one and from signing off the NDAs to sending out the Proposals
- Independently handling the wholesales cycle and customer conversation as a front face of the company while also inviting the SMEs during the technical discussions
- Services offered are mainly Digital Transformation, Product engineering, IoT, Cloud Services and Quality and Testing Automation
- Worked across Smart Home, Consumer Electronics, Healthcare, Industrial Automation, Oil & Gas Aerospace & Avionics, Semiconductor, & Automotive industries from North American regions
- Managing Salesforce CRM for maintaining leads and accounts.

### Zealous System, Ahmedabad

Oct '17 – Aug '18

**Designation:** Business Development Executive

- Worked closely with the Sales Manager for identifying the target market, target accounts, and services to be covered in the business development (lead generation) activity
- Preparing new strategy & implementation for email campaigning, mass & promotional mailing, Call calling & personalized approach
- Directly approach the client/prospect who have posted their requirement over a various platform for generating new business
- Successfully sold #number of dedicated resources to many clients
- Heading team of two people targeting Australia and Middle East region with \$15K USD target per quarter

**Peerbits Solution, Ahmedabad**

**Oct '15 – Sept '17**

**Designation:** Business Development Executive

- As a sales executive, I am responsible for taking care of the existing accounts and generating new accounts focusing on various technologies for web, mobile and software development with a different approach over a call & emails targeting the US, UK, Europe, Australia, and UAE market.
- Connecting with the decision-makers via call, emails, and other online sources for the set-up first level discussion to explore opportunities for new business
- Independently handled the first level of conversation on chosen service
- Strong experience in bidding portals like **Upwork, Freelancer, Guru**, and many more
- Heading the **team of 8-10 people** (Data Researcher, Cold callers, and bidders) for identifying new targeting audiences, Assigning and Managing their daily tasks and activity
- Managing leads and accounts over **Hubspot CRM**

#### **PERSONAL DETAILS**

Date of Birth : March 8, 1991  
Residential Location : Ahmedabad, Gujarat.  
Language Proficiency : English, Hindi, and Gujarati.

#### **DECLARATION**

I do hereby declare that the particulars of information and facts stated herein above are true, correct and complete to the best of my knowledge and belief.

**Nayan Chavda**