

Mukesh Bhatia

Master in Computer Applications

DOB: 17/06/1991

Email Id: arav.bhatia1991@gmail.com

Mob: 8629986667

LinkedIn Profile - [\(1\) Mukesh Bhatia | LinkedIn](#)



Professional Summary:

Results-driven and strategic Business Development Manager with 7 years of experience in driving revenue growth and cultivating client relationships.

Proven track record of identifying new business opportunities and successfully implementing effective sales strategies. Seeking a challenging role to leverage my skills and contribute to the success of a dynamic organization.

Key Skills:

- Business Development/Business Planning
- Consulting Experience
- B2C/B2B Sales
- Lead and Proposal Management
- Look after Hiring for experienced and skilled professionals
- IT Sales
- Leads Generation
- Deal Closure
- Devise products go-to-market process, plan timelines, launch scenarios and pricing
- Update marketing data, gather new business intelligence
- Liaise with senior teams across multiple channels and transform data-led knowledge into specific strategic plans
- Strong communication and presentation skills
- The ability to influence and negotiate with others
- Commercial awareness
- Resilience
- IT skills
- Working knowledge of Lead Squared and Sales Force, Hub Spot and Zoho CRM tools
- Business Development
- Sales Strategy
- Client Relationship Management
- Market Analysis
- Negotiation
- Worked on Bidding Platform like freelancer, Guru, Up work, PHP, Talent Hub Spot

- Communication
- Presentation
- Working Knowledge on MS Excel, Advanced Excel, MS word And MS PowerPoint
- International Sales and Domestic sales

Summary of Qualifications:

- Extensive experience in business development, sales, and strategic planning.
- Strong knowledge of market trends, competitor analysis, and industry dynamics.
- Proven ability to build and maintain relationships with key clients, partners, and stakeholders.
- Track record of consistently exceeding sales targets and driving revenue growth.
- Excellent negotiation, communication, and presentation skills.
- Proficient in CRM software and Microsoft Office Suite.

Experience & Job Responsibility:

TechUp Soft Solution – June 2022-Present

- **Business Development Manager**
 - Spearheaded new business development initiatives, driving growth and expansion for the company.
 - Done collaboration with different companies for resource Augmentation.
 - Leading a team for BDE's train them and help them to succeed sales targets.
 - Generating leads through different portals like freelancer, Guru, Up work, LinkedIn sales navigator, PHP, Talent Hub spot
 - Led the search for new leads, utilizing various strategies including market research, networking, and targeted outreach.
 - Developed and implemented effective sales strategies to convert leads into profitable deals.
 - Built and maintained strong relationships with clients and key stakeholders, understanding their needs and providing tailored solutions.
 - Actively engaged in negotiations, ensuring mutually beneficial outcomes for both the company and clients.
 - Collaborated with cross-functional teams to align business development efforts and support overall company objectives.
 - Conducted market analysis and competitor research to identify trends, opportunities, and potential risks.
 - Developed and delivered persuasive presentations and proposals, effectively communicating the value proposition and unique selling points of the company.
 - Successfully hired skilled and experienced professionals across various verticals to support company growth.

- Tracked and reported on sales performance, market trends, and key metrics to senior management.
- Mentored and coached team members, providing guidance and support for their professional development.
- Doing resource Augmentation with other partner companies to full fill the requirements
- International sales Exposure in US and UK market

Vedantu Innovations Pvt. Ltd. - December 2020- May 2022

- **Business Development Manager**

- Successfully contributed to the growth and success of Vedantu, a leading online education platform, with 1.7 years of experience in B2C sales.
- Proactively reached out to potential customers, effectively communicating product details and benefits.
- Conducted product demonstrations to showcase the features and advantages of the platform.
- Demonstrated exceptional sales skills, consistently closing deals and enrolling customers to the platform.
- Built and nurtured strong relationships with clients, providing personalized support and addressing their concerns.
- Collaborated with cross-functional teams to ensure seamless onboarding and customer satisfaction.
- Achieved and exceeded individual sales targets, contributing to the overall revenue growth of the organization.

Sahara India Parivar- June 2018- Nov 2020

- **Senior Business Development Executive**

- Played a pivotal role in Sahara India Parivar as a Senior Business Development Executive for 2.6years, overseeing two projects: Edunguru and Winds.
- Led B2C, B2B sales efforts for Edunguru, a digital online education platform, and Winds, a commercial digital platform.
- Managed a team of over 100 field staff members, providing guidance, training, and motivation to drive sales performance.
- Successfully generated and converted leads, effectively promoting the benefits

- and features Edunguru and Winds to potential customers.
- Developed and implemented sales strategies to achieve revenue targets and increase market share.
- Built and nurtured strong client relationships, understanding their unique needs and providing customized solutions.

Motif India Info Tech- August 2016- May 2018

Business Development Executive

- Identify key buying centers to expand the net new client base
- Leverage key best practices to drive and successfully generate new business opportunities
- Build and effectively manage a list of new clients to drive business development.
- Collaborate with internal resources and external networks to prioritize and penetrate key accounts.
- Utilizing account planning and time management tools to drive an increase in revenue
- Establish and maintain executive relationships with clients
- Manage forecast accuracy on a monthly/quarterly/annual basis
- Knowledge of Freelancing Portals like Up work, Guru, PPH, LinkedIn, etc.
- Successful track record in Lead Generation, sales and negotiation
- Basic knowledge in Full-Stack Development, Mobile Apps Development, and Digital Marketing fields.
- Excellent verbal and written communication skills
- Possesses strong organizational and time-management skills.
- Proven ability to plan and manage resources
- Team player with strong analytical skills and the ability to understand and resolve complex problems.

Awards & Recognition:

- Received V-Achiever Certificates four times during my 1.7-year tenure at Vedantu for consistently exceeding sales targets.
- Recognized as one of the top 25 counselors nationwide, showcasing exceptional performance and contribution to the company's success.
- Demonstrated strong sales skills and a commitment to delivering excellent results, earning recognition within the organization.
- Consistently maintained high levels of productivity and achieved exceptional sales figures in a competitive sales environment.

- Received positive feedback from clients and colleagues for providing outstanding customer service and achieving customer satisfaction.

Academic Credentials:

Examination	Year	Percentage	Institution	Board/University
Master in computer applications	2016	67.8%	Madhav Institute of Technology & Science, Gwalior, M.P.	RGPV University Bhopal
Bachelor in computer applications	2012	60.07 %	IASCA ITM Universe, Gwalior M.P.	Jiwaji University Gwalior
Class XII	2009	60 %	The Radiant Higher Secondary School, Gwalior M.P.	M P board
Class X	2007	70.6%	St. Teresa's Higher Secondary school, Gwalior M.P.	M P board

Declaration:

I hereby declare that the above given information is true and correct to the best of my knowledge

Place:

Date:

Signature: