

Manav Patel

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Summary

An Information technology engineer & a sales representative with more than 1 years of experience that ranges across sectors like embedded electronics, IT, RF, Internet of things, Machine Learning, Artificial Intelligence, Wearable, Consumer electronics, Cyber Security, and Fitness Domain. My proficiency is to assist organizations in helping them boost their sales and finding new sources of income. By staying in touch with the latest technological and business trends, I leverage the organization's capability and past work to acquire new customers and build business relations.

Excellent Digital marketing skills with SEO, SMO, PPC, SME and many more with experience of working with international clients and also freelancing projects.

On top of that, my sales passion is fueled by my extensive exposure to peculiar subjects including engineering background, technological knowledge (Hardware, Firmware, Cloud, Web & Mobile Apps), Natural soft skill, Openness, Conscientiousness, Sales Psychology, design arts (Documentations, Content creations & Graphic Designing), and Digital marketing (SEO, SMO, Inbound sales)

Apart from that, I carry the experience of working with/in creative team, helping with organizational process & execution, strategic payment collection, driving marketing team and bringing new idea & activities to the table that helps the organization.

Experience

Sales Representative

Teksun Inc. • Ahmedabad, Gujarat

06/2020 - Present

Responsibilities:

- Understanding Technical requirements thoroughly and forward them to the team.
 - Making appointments with prospecting clients.
 - Communicating with clients.
 - Drive business value conversations, present or demonstrate productivity solutions, and provide cost justification to help customers reach their business goals.
 - Updating and maintaining the marketing department's documentation and database.
 - Developing and effectively managing strong relationships at multiple levels within prospects.
 - Identifies sales opportunities and conservatively sells solutions and/or services to assigned clients.
 - Managing end-to-end marketing process starting from lead generation to closure.
 - Generate sustainable revenue opportunities through key demand generation campaigns.
 - Post sales efforts to repeat business as well as identifying the areas for new business with existing client.
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Skills

- Lead Generation
 - Data Management
 - Data Mining
 - Digital Marketing
 - Data Warehouse
 - Management Experience
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Education

B.Tech Information Technology

Indus University • Ahmedabad, Gujarat
05/2021

- 8.9 CGPA

D.E Information Technology

Government Polytechnic • Gandhinagar, Gujarat
12/2017

- 7.5 CGPA
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Languages

- English
- Hindi
- Gujarati