

Priyank Soni

Business Development and
Key Account management

CONTACT

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KEY SKILLS

- *International Business Development*
- *B2B & B2C Accounts management*
- *Escalation Management*
- *Business development from Existing account*
- *Account nurturing and mining*
- *Negotiate Contracts*
- *Team Management*
- *Cross Selling/ Upsell*
- *Resource management*
- *Target achievement For Revenue generation & new business development*
- *Customer relationship management*

Introduction

Business Development and dynamic Key Account Manager with 8+ years' experience and a strong background playing a vital role in the development, management, growth and retention of key accounts for a wide range of organizations. Service-centric leader dedicated to fueling revenues, enhancing client experience and achieving top brand loyalty. Highly adept in performing within high-pressure and deadline driven environments, driving full sales lifecycles with focus on territory expansion.

Professional Experience

Infilon Technologies Pvt. Ltd. (Business and Key Account manager)

Ahmedabad/ Gujarat, India (10 -2016 to Present)

- Business Planning and Strategy discussion with team mates
- Team lead for sales and key accounts team
- Qualifying prospects (Presales, Inside Sales, Cold calling) and managing complete sales cycle.
- Customer relationship to build long lasting relationship with nurture account
- 40%-50% of customers have given long term business to company
- Understanding client's distinct and specific business need and apply product knowledge to meet those needs
- Develop strategies and positions by analyzing new contract integration
- Escalation management with strong customer handling skills
- Handle product development and Innovations of existing products
- Client Relation and retention
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives.
- Maintain utmost discretion when dealing with sensitive topics.
- Worked with IIM-Ahmedabad, Sandesh News, NIFT govt. organization

Codesture Techno Pvt. Ltd (Business Manager)

Ahmedabad/ Gujarat, India: (02 -2016 to 06 -2016)

- Sales and Revenue Generation through bidding portals-PPH,Upwork
- Business Planning / proposal development
- Lead Generation and sales cycle management
- Client Communication and Client Retention
- Proposal and Technical Discussion

EDUCATION

Bachelor of Engineering

Computer Science

L.J.I.E.T.-Gujarat University

(2007-11)

SSC and HSC Science :

Sheth C.N. Vidhyalay

(2003-2007)

OTHER ACTIVITIES

- *Travel*
- *Cricket*
- *Calm music*
- *Blood Donation*
- *Civil Defense*
- *Advancement*

Hidden Brains (Business Development Executive)

Ahmedabad/ Gujarat, India: (04-2013 to 01- 2016)

- Understand the products/ Services of the company thoroughly
- Understand the skills and expertise of the company
- Understand the requirements of the customers and provide them the best solution based upon the expertise and skills within the organization
- Acquiring new projects and maintaining existing accounts.
- Target driven
- Interacting with the clients, sending proposal, handling negotiation & closing the orders, invoice payment follow up and Account Management.
- Continuously monitor customer satisfaction in direct association with Project Team.
- Handle both domestic and overseas clientele.
- Lead generation
- Data Mining

Ultratech RMC (Technical support and software State administration)

Ahmedabad/ Gujarat, India: (05 -2012 03 -2013)

- VDMS : Software Administrator of Gujarat State
- Plant Production/ Dispatch Report Generation
- Store and Stock management
- Data Administrator

CyberQ consultancy (Programmer)

Kachchh/ Gujarat, India (01 -2012 to 04 -2012)

- Software Engineer and Database Administrator
- SECC Project Report Generation- Government Project
- District Coordinator at Kachchh

Accomplishments

- Awarded with Man of the match in ICL cricket tournament Final match at Hiddenbrains
- Blood Donation-25 times
- Got certificate of Civil Defense for national disaster in 2010.
- Learning AI-ML from Udemy and PSM I Assessment through Scrum.org