Ahmedabad, Gujarat
9427711097
shah.ronakce@gmail.com

RONAK SHAH

PROFESIONAL SUMMARY

Intuitive Technical BD who applies knowledge of tech products and services to generate productive leads and Sales. Adept at inspiring technical sales team to achieve sales goals. Focused on identifying potential markets and nurturing established client relationships

SKILLS & ABILITIES

Sales Management, Email Marketing, Written Communication, Market Research, Lead Generation, Negotiation, Customer Service, SEO.

EXPERIENCE

MSBC GROUP, AHMEDABAD - SR. BDE

Sept 2017 – Present

- Utilized lead generating tools to find potential opportunities for business growth.
- Tracked targeted opportunities and maintain a sales pipeline in pipedrive.
- Conducted sales presentations to prospective clients to demonstrate the value.
- Managed and developed proposals, including serving as the overall responsible party for the entire response.
- Continued to leverage other opportunities by building trust and personal value through long-lasting relationships with customers.
- Worked Primarily on Orgadata's Logikal and ERP software for fenestration industry.

ARTH I-SOFT, AHMEDABAD - SR. SEO

Feb 2014 - Aug 2017

- Performed ongoing keyword research, expansion and optimization
- Researching and implementing content recommendations for organic SEO
- Track, report, and analyze website analytics and PPC initiatives and campaigns
- Manage campaign expenses, staying on budget, estimating monthly costs and reconciling discrepancies
- Develop, implement and manage our social media strategy
- Use social media marketing tools such as Buffer

DYNOVIS IT SERVICES PVT. LTD, AHMEDABAD - QUALITY ASSURANCE

Aug 2013 - Jan 2014

- Responsible to create, maintain XML / EPUB files
- Analysis and developing process documentation based upon client instruction.

EDUCATION	**BE COMPUTER - COMPLETED IN 2013**

CERTIFICATION
- Certification in Level 2 Training for fenestration industry from Orgadata Company, Germany
- Certification in C, C++, Core Java from APTECH Computer Education in 2011.
- Certification in PHP, JavaScript, JQuery from SMES in 2014