

Kinal Jain

Business Development Executive, Pyramids SkillTech Pvt Ltd.

Email: kinalvikasjain@gmail.com

Phone: +91-7389214391

Experience Summary

- Experienced business development professional with proven ability to drive business expansion.
- Hands-on experience in Testing also.
- Skilled in branding and introducing new products and executing business strategies .
- B.E. in Electronics & Communication from Swami Vivekananda College of Engineering (2012-2016)

Skills

- **Writing Skills :** Proposal writing, Business material writing, Email writing
 - **Technical skills :** Amember Pro/Profession, CRM(Freshsales and Freshchat), Freelancer, Email Marketing, LinkedIn, MS Excel, MS PowerPoint
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Pyramids SkillTech Pvt Ltd. (September'22 – till present)

Profile: Business Development Executive

- Cold Calling with Indian and International clients, Email Marketing
- Explaining the services to the prospects we are provided
- Maintaining existing client relationships through internal and external communication
- Work with the team to achieve short term and long term revenue and profit growth.
- Build contact with the potential clients through bidding portals like Freelancer, Upwork, LinkedIn, Email marketing, LinkedIn sales navigator.

Globussoft Technologies (June'21 – August'22)

Profile : Inside Sales Executive

Building Market position by locating, developing, negotiating and closing business relationship.

- Maintaining existing client relationship through internal and external communication.
- Maintaining customer services and customer retention
- Working with the CRM (Freshsales), Customer support through Freshchat and Email.
- As It is a Product (PowerAdSpy) based job, Introducing the clients with the products and providing and scheduling the product demonstration
- Cold Calling through Aircall with Indian and International clients, Email Marketing
- Managing customer profiles, delivering digital content with the help of Amember Pro/Profession

Bestpeers Infosystem Pvt. Ltd. (July 2019 - Sep 2020)

Profile : Business Development Executive

- Achievement of monthly and quarterly renewal targets by close monitoring of key numbers including feedback, queries, follow ups, lead generation.
- Responsible for new Projects (sales) and existing client growth.
- Writing Bids, proposals, cover letter for different technologies including website designing, website development, Mobile App Development, Cyber security, full stack development.
- Work with the team to achieve short term and long term revenue and profit growth.
- Analyze existing and potential markets to identify and secure business development opportunities.
- Directed sales and business development functions, including new product introduction.
- Leverage product presentation to increase profitability and productivity.
- Build contact with the potential clients through bidding portals like Freelancer, Upwork, LinkedIn, Email marketing, LinkedIn sales navigator.

Oswal Computers & Consultants Pvt Ltd. (May 2018- May 2019)

Profile : Web Designer

- Designing, maintaining and Building responsive websites using front end frameworks as HTML, CSS, Bootstrap, JQuery.
- Designing creative landing pages using templates.
- Creating Homepage assets for both desktop and mobile technologies.
- Designing of Banner, Logo, and images using Adobe Photoshop.

Projects worked on:

- Codeviser (<http://amettechnologies.com/codeviser>)
- Ezypeazy, New Zealand, Home service site (<https://ezypeazy.co.nz/>)
- Easyloansindia (Financial loan website) (<http://www.easyloansindia.com/>)

Industrial Training

Project: Automated Robot

Technology: Embedded Software

- Embedded System: Embedded software is a computer software, written to control machines or devices. It is typically specialized for the particular hardware that it runs on and has time and memory constraints.

Academic Projects:

- RFID card: Radio Frequency identification card
- Women Security system