

Sandesh Mirpagar

Closing the gap between IT Solutions buyers
and sellers to drive B2B growth

Head of Business Development and Strategic
Accounts

Saipark co.op.housing society,
Gat No. 369, Plot No.70,
Dongargaon, Maharashtra,
Pune- 412216

sandesh.mirpagar17@gmail.com

8308626081

PROFESSIONAL SUMMARY

Results-oriented business professional with experience in B2B solution selling concepts. Proven success in building solid and profitable client relationships while finding ways to compete and capture new business. A passion for excellence in service delivery. Background in business development with strong leadership and team building techniques.

EDUCATIONAL BACKGROUND

Pune University

Yerawada
HSC
2014

G.G.M University

Florida, United States
Bachelor in Theology
2020 - 2023

SKILLS

- Business Development
- Vendor Management
- Strategic Partnerships and Alliance
- Inside Sales
- Market Research
- B2B Marketing
- B2B Lead Generation
- Problem solver

PROFESSIONAL EXPERIENCE

Head of Business Development and Strategic Accounts

SalesInfinity Solution

Jan 2022 - Present

- Create new client relations.
- Manage client relationships to ensure long-term strategic partnerships.
- Driving quality and closely working with the Delivery team.

Strategic Partnerships and General Manager

eTechLabs

May 2020 to Oct 2021

- Manage on-going profitability, ensuring revenue and targets are met and exceeded.
- Maximizing yield and revenue through innovative sales practices.
- Manage and develop the Executive team to ensure career progression and development.

Vendor Manager

Adds Cooperation

Oct 2019 - Apr 2020

- Track and monitor compliance with contracts.
- Work with vendors to improve performance.
- Improve organization's overall third-party risk management.

Quality Analyst

Sell 2 World

Aug 2018 - Sep 2019

Senior Lead Analyst

Veregen Media

Jun 2017 - Jun 2018

Senior Lead Generation Executive

XDBX

Aug 2016 - Apr 2017