

Abhishek Deshmukh

**Deputy manager -
International
Business
development**

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LinkedIn profile -
www.linkedin.com/in/abhishek-deshmukh-b8904ab5

Skills

Skilled business development leader offering 9 years of experience in bringing expertise in client acquisition and contract negotiation, along with excellent interpersonal communication, relationship-building and team leadership abilities. Results-driven and proactive with demonstrated record of accomplishment in meeting and exceeding sales and revenue objectives.

Experience

Borek IT Sourcing Pvt. Ltd (Outsourced to Clariness GmbH)

Deputy manager - International Business development

September 2021 - PRESENT, Vadodara

International Business Development for Clariness for EU and USA region

Involved in selling patient recruitment services to pharma & biotech companies in Europe & US region

- Primarily doing lead generation through Prospect search tools such as LinkedIn Sales Navigator, Apollo.io etc
- On completion of the email campaign, start making cold calls to company switchboards in order to verbally communicate to the prospect regarding our proposal.
- Accumulating prospects into Microsoft Dynamics CRM and updating CRM on a daily basis by logging the number of calls and mails done
- Getting confirmation from the prospect, for a meeting through the medium of call and mail and passing the opportunity to the business development directors in EU and USA region.
- Attending virtual conversations of the confirmed meetings and making follow ups post the meeting regarding their interest in our services

Borek IT Sourcing Pvt. Ltd (Outsourced to Mana Tech Pte. Ltd)

Deputy manager - International Business development

July 2020 - September 2021, Vadodara

International Business Development for Mana Tech Pte. Ltd for APAC region

Involved in selling all in one collaboration tool to companies in APAC region

- Develop, Strategize and implement individual business plans (Sales Campaigns) for each country.
- In-depth research of countries and understanding the approach of business in each country
- Administer and develop initiatives to increase market development activities
- Analyze business strategies and develop improvement plans for same to provide appropriate growth to business
- Design plans to achieve all objectives and develop plans for new business.
- Evaluate market trends and provide appropriate support to product development and management

Consumer Sketch - Website & App Development Company

/ International Business Development Manager

Apr 2019 – Jul 2020, Vadodara

International Business Development for Consumer Sketch Pvt. Ltd for Canada region

Involved in selling Website & digital marketing services to companies in Canada region

Vardaan Web Solutions Pvt Ltd

Senior Sales Manager

Aug 2018 – Apr 2019, Vadodara

Dreamsdesign

Senior Sales Manager

Sep 2016 – Aug 2018, Vadodara

Yes Info Media

Business Development Manager

Jun 2016 – Sep 2016, Vadodara, Gujarat, India.

Alchemist Digital LLC

Business Development Manager

Mar 2015 – Mar 2016, Dubai, United Arab Emirates.

Business Development for Alchemist Digital (UAE region)

Involved in selling Website & digital marketing services to companies in UAE region

Marvel Elite Technical Services LLC

Sales Marketing Executive Nov 2014

Mar 2015, Dubai, United Arab Emirates.

Sagacious Info systems pvt ltd

Business Development Executive

Mar 2013 – Oct 2014, Bangalore

Education

Vivekananda Institute of Management & Technology /

Bachelor's Degree in Business – Management (BBM)

Gulbarga university

July 2006 - May 2009, Gulbarga, Karnataka

Certifications

The Complete Digital Marketing Course

Issuing authority :- Udemy Issued Jul 2020

Business Development & B2B Sales for Startups- Sales Valley

Issuing authority :- Udemy Issued Jun 2020

The Fundamentals for Digital marketing Issuing authority :-

Google Digital Unlocked Issued Jun 2020

Social Media Marketing Certification Issuing authority :-

HubSpot Academy Issued Jul 2020

Language

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- English
 - Hindi
 - Marathi

My profile” section includes my new goal and demonstrates how my technical and training background have prepared me for this career transition. Declaration I do hereby declare that all the information provided by me is true to the best of my knowledge and belief..