

# SAJID F VAHORA

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Intellect Software Solutions Pvt Ltd (Gujrat)  
Business Development Executive

Sept- 2021 – Present

Intellect Software Solutions is a leading software solutions provider for Indian Financial Markets. It offers high quality, user friendly, customised software's to enable seamless processes and flawless execution. Intellect aims at providing simple trading solutions that help brokers scale growth and manage their businesses efficiently without worrying about complex trading solutions. With a strong architecture designed by our team of experts the trading solution boasts to handle large number of users at a single point of time. We aim to raise the bar in providing solutions to the trading community. We provide trading solutions understanding the requirement of the trader. With the expertise in Advance Technology & Intense research, Intellect softwares solutions has designed one of the finest & most advance trading terminal "ITRADE" and a ready replacement for the NSE NOW. A brilliant team of professionals with a sole motive of providing world class trading solutions to Indian Stock Market broker has made us designed our flagship product "ITRADE"

## **Accountability:**

- Identifying opportunities for new business development through following up on leads and conducting research on target clients
- New business generation by meeting potential clients to understand needs and providing relevant solutions
- Managing the sales process to close new business opportunities
- Building strong relationships with the existing portfolio of clients
- Meeting and exceeding weekly and monthly activity and revenue targets
- Building business relationships with current and potential clients
- Attending networking events to attract and retain clients
- Support the team with other responsibilities as required
- Keep records of sales, revenue, invoices etc.
- Increasing the value of current customers while attracting new ones.

Capital Market Publishers India Pvt Ltd Ahmedabad (Gujarat)  
Business Development Executive

Nov 2019 – Aug 2021

As an ISO 9001:2015 certified company, our focus is on providing services of the highest quality. We offer innovative and robust web applications and solutions to suit the requirement of the end user. Our professional team adheres to a set of standards during the knowledge transfer process to enhance the efficiency and productivity of our clients. Satisfaction of our stakeholders is important to us. Hence, we view our customers as our partners rather than buyers of our services. Ensuring smooth adaptation of our processes and ease of using our applications is our ultimate motto.

## **Accountability:**

- Promotion and Sales of Products related to Data analysis.
- Generating New Business for the firm via personal visits / cold calls/ referrals from existing contacts, emailing prospects and networking on social media.
- Making on an average of 20+ calls per day.
- Responding to enquiries through phone, mail and email contact to customers ➤ Displaying courtesy and strong interpersonal skills with all customer interactions.
- Handling difficult 'Sales Situation' with deftly with composure and patience
- Arranging business meetings with prospective clients
- Arranging appointments and performing site visits to establish client requirements.

- Lead planning, strategizing, proposal processing, and bid preparation
- Providing Demo and training of Financial and Analytical software
- Diagnosing and providing resolution to IT problems and educating clients with the basic skills needed to operate newly installed programs
- Providing end-user training on new installations and providing timely response to questions and concerns
- Ensuring timely and accurate information is provided to customers in a professional manner ➤ Keeping records of sales, revenue, invoices etc.
- Building long-term relationships with new and existing customers
- Training to existing customer
- Give support to existing customer

Accord Fintech Pvt. Ltd., Ahmedabad (Gujarat)  
Business Development Executive

Aug. 2016- Nov. 2019

Accord Fintech Pvt. Ltd. is an ISO 9001:2008 certified company, set up by a team of professionals with competencies in Financial content, software development and database design using a variety of platforms, technologies and financial domain knowledge

**Accountability:**

- Promotion and Sales of Products Aceequity,Acemf, WebCotaint,Webdevloping,Etc. .
- Generating New Business for the firm via personal visits / cold calls/ referrals from existing contacts, emailing prospects and networking on social media.
- Making on an average of 20+ calls per day.
- Build contacts with potential clients to create new business opportunities
- Keep prospective client database updated
- Make cold calls for new business leads
- Support in writing new business proposals
- Maintain knowledge of all product and service offerings of the company
- Arrange meetings for senior management with prospective clients ➤ Follow company guidelines and procedures for acquisition of customers ➤ Training to Management institute our products.
- Ability to work under pressure

Jhaveritrade Anand(Gujarat)  
Relationship Manager

Feb 2013- Jan. 2016

**Accountability:**

- Responsible for New Client Acquisition of trading accounts.
- Responsible for Meeting targets of Broking and TPP revenues
- Responsible for Margin collections for trade both online and through cheques/RTGS.
- Responsible for Cross sell LI/ GI/ PMS/ MF/ Gold - only direct Key Performance Indicators
- Revenue (Equity Broking-Online/Offline)
- New Client Acquisition - Broking accounts - Qtr. wise milestones
- Inactive clients activation-Qtr wise milestones
- Margin Collection-Qtr wise milestones
- Minimum TPP Revenue (LI/MY GOLD/SIP)-Qtr wise milestones (No) (20%) ➤ Internal :Dealer / CSE / Equity Advisor

**Accountability:**

- Involved in dealing for the customers.
- Building positive relationships with customers
- Working knowledge of CRM platforms.
- Advising the clients for the stock market related tips.
- Responsible for Margin collections for trade both online and through cheques/RTGS.
- Responsible for New Client Acquisition of trading accounts.
- Analyzing the market movements and updating the clients for the same.

**EDUCATION QUALIFICATION:**

| Year | Degree | Board/University  | Per %   |
|------|--------|-------------------|---------|
| 2000 | B.com  | Gujrat Unversity  | 49 %    |
| 1997 | H.S.C  | GSEB, Gandhinagar | 60.50 % |
| 1995 | S.S.C  | GSEB, Gandhinagar | 65 %    |

**PERSONAL DETAILS:**

- Date of Birth - 27/07/1981
- Gender - Male
- Marital status- Married
- Languages known - English, Hindi, Gujarati
- Hobby – IT, Reading, Playing Table Tennis.
- Reference - Available on request