

# Rahul Trivedi

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## SUMMARY

- Dynamic Sales Executive with 3+ years of experience providing high level of customer service while increasing revenue.
- Successful at leveraging Sales Technologies, Software and CRM data to identify, analyze and act upon leads, opportunities and sales funnels.
- Personable communicator focused on exceeding client expectations.
- Self-Initiator, Innovative and can perform well as an individual.

## EMPLOYMENT SUMMARY

COMPANY NAME	POSITION TYPE	DURATION
Aktive Software	International Business Development Manager	December 2021 – till date
Chemilines Healthcare	Business Development-Sales Executive	February 2019 – November 2021
ActionEdge Research Services LLP.	Sr. Researcher and Analyst	September 2018 – January 2019

## EDUCATIONAL QUALIFICATIONS

Degree	Institute / University	Year
M.C.A	H.L. College of Commerce	August-2018
B.C.A	Atmiya Institute	April-2014

## SKILLS

- Business Processes
- Business Negotiations
- Business Research Skills
- Executive Leadership
- Business Policies & Procedures
- Microsoft Suits
- New Business Developments
- Business Support Software Proficiency

## CERTIFICATIONS

- Cambridge Exams of Speaking and Reading – Achieved Level B1

## PROFESSIONAL EXPERIENCE

**Role Performed : Sr. Researcher and Analyst**

### **Role & Responsibilities:**

- Used Microsoft Word and other software tools to create documentation and other communication
- Drove operational improvements which resulted in savings and improved profit margins
- Resolved conflicts and negotiated mutually beneficial agreements between parties.
- Took online surveys and got relevant information which was useful for clients to solve basic loop holes in product.
- Maintained excellent attendance and working record

**Role Performed : Business Development-Sales Executive**

### **Role & Responsibilities:**

- Maintained and Managed Client accounts and Professional Relationships
- Regionalized Management with targeted business/client base.
- Implemented business solutions which consists of job fairs, web marketing and potential employee recruitment
- Aimed to bring new Business (Accounts) to company
- Implemented and Deployed business process that aimed at increasing overall sales.

**Role Performed : International Business Development Manager**

### **Role & Responsibilities:**

- LinkedIn, Email Marketing
  - Converting Inquiry to Leads, Leads to Closure
  - Enhance Client base for Dynamics
  - Maintain, track and record Client details
  - High Analysis of B2B and B2C Data
  - Leads nurturing by Requirement Gathering
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