

Kartik Gajjar

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Professional Summary:

Business Development Executive that adept at developing effective marketing material networking with business decision makers and turning business prospects into buying customers. Specializes in Website Development, Mobile Application Development, Software Development, Odoo, Dynamics 365, Ecommerce-Magento.

Skill:

- Expert strategist who uses market conditions, customer needs, and organizational core competencies to claim company success.
- Skilled communicator and negotiator who understands persuasive delivery and can confidently present sales pitches to potential partners and reports to superior.
- Confident Business Developer who combines enthusiasm, service knowledge, and customer assessment to pitch products/services in a way that increases brand awareness and encourages product loyalty.
- Strong organization and time management skills and careful attention to detail to guarantee that business ventures are successful and development is absolute.

Work Experience:

1. Current Employer: Aktiv Software

- **Designation:** Business Development Executive
- **Work Experience:** 24th November 2020 to Present
 - Generate leads through Cold Calling, LinkedIn, Twitter, Email, Remote Job Portal, and Bidding Portals
 - Present the company profile and capabilities over the Email, Skype and Zoom
 - Generate business through new potentials
 - Maintain the database for daily reach out audiences
 - Achieve monthly target and daily target too
 - Regular follow ups for potential lead
 - Arrange the introductory call and technical discussion call
 - Submit the quotation and negotiation and close the project bid
 - Share the invoice and receive the payment from the client
 - Provide regular update of the projects to the clients on weekly bases
 - Manage the delivery dates and prioritize the project as per the delivery date

2. Previous Employer: Sublime Data Systems

- **Designation:** Business Development Executive
- **Work Experience:** 6th January 2020 to 3rd July 2020

3. Fourth Employer: Hafaos Technology

- **Designation:** Business Development Executive
- **Work Experience:** 1st October 2018 to 31st December 2019

4. Third Employer: Binary Republik

- **Designation:** Business Development Executive
- **Work Experience:** 30th May 2016 to 30th September 2018

5. Second Employer: Synergy Agro – Tech Pvt. Ltd.

- **Designation:** Marketing Executive
- **Work Experience:** From 10th September 2013 to 7th May 2016

6. First Employer: Win Medicare Pvt. Ltd.

- **Designation:** Professional Service Representative
- **Work Experience:** From 1st May 2012 to 1st August 2013

Educational Qualification:

Qualification	Institute	University/ Board	Year of Passing	Percentage/ SPI
M.B.A. Marketing	L. J. Institute	GTU	2011	7.2 - CPI
B.B.A.	J. J. Kundaliya College	Saurashtra University	2009	60.00 %
H.S.C	M. M. High school	G.S.H.E.B.	2006	71.20 %
S.S.C	M. M. High school	G.S.H.E.B.	2004	59.43%

Awards and Achievements:

- I have presented a paper at National Level Seminar on “Entrepreneurship and Challenges for Growth” at K. K. Parekh Commerce College - Amreli.
- I have also presented a paper at State Level Seminar on “Emerging Issues in Information Technology” at Smt. J. J. Kundaliya Commerce College – Rajkot.
- I was getting 3rd rank in F.Y.B.B.A. in Smt. J. J. Kundaliya Commerce College.

Academic Project/ Additional Qualification:

- “Consumer buying behaviour towards laptop brands - Ahmedabad” Comprehensive Project.
- Summer Internship Project on “Organizational study & Working capital management” at HCL CDC - Ahmadabad.
- “Environment Analysis in Banking Industry”.
- “Brand Management for Mobile”.
- “International Environment Analysis for Laptop Industry”.
- Cultural Analysis for different States in India.
- “Ratio Analysis” at Saurashtra Iron and Forging Pvt. Ltd. - Shapar.
- “General Management Study” at Ajmera Cement Pvt. Ltd. - Junagadh.
- “Basic Management Study” at Amul Industry – Rajkot

Computer Knowledge:

- I Have knowledge about
 - ✓ ERP
 - ✓ Tally 7.2
 - ✓ SPSS
 - ✓ MS Office & Internet
 - ✓ SAP
 - ✓ Digital Marketing
 - ✓ SEO
 - ✓ SEM
 - ✓ Google Analytics
 - ✓ SMO
 - ✓ Lead Generation
 - ✓ E-mail Marketing

Hobbies:

- I love to do gym and cook the healthy food. I spend my leisure time to hangout some natural places and I really love to listen songs.

Personal Details:

- D.O.B.: 3rd July 1989.
- Marital Status : Single
- Nationality: Indian
- Language Known: English, Hindi and Gujarati.
- Address for Correspondence: kartik_gajjar89@yahoo.com
- Permanent address:
 - “BHAGAT WELDING WORKS”
 - Botad Road,
 - Opp. Old bus stop,
 - Gadhda (swamina),
 - Dis.: Bhavnagar.
 - Pin code: 364750