

Resume

Mr. Nandkishor Gade

📍 Pune

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A Business development professional with **8+** years of experience in client account handling, customer en IT sales, pre-sales, international business development, management, client Engagement /acquisition, revenue generation, client retention, team Handling.

Organization:

Sonora Software LLC.

Duration: Oct 2020- Nov2021

Designation: Business Development Manager (International Business)

Location: Pune Area, India

Role and responsibilities:

- ❑ Account Management, client Retention.
- ❑ Software / website development, customized
- ❑ Coordinating with CEO, IT Director, IT Manager, CTO, International business heads responsible for IT, software.
- ❑ Ensures successful delivery and adoption of client engagements.
- ❑ Creates and executes project work plans and revises as appropriate to meet changing needs and requirements.
- ❑ Builds and maintains strong client relationships by delivering high quality work products and deliverables.
- ❑ Manages day-to-day client interaction; sets and manages client expectations.
- ❑ Scheduling meetings with clients in Europe/ Asia for successful closure of cases.
- ❑ Develops deep and meaningful relationships with clients that foster lasting ties.
- ❑ Mass emailing, email marketing, customized emails to get new business
- ❑ Presenting business case to clients
- ❑ Requirement information gathering, con-call scheduling with technical team.
- ❑ Problem solving
- ❑ Negotiation
- ❑ Cross sale.
- ❑ Client retention.
- ❑ Objection handling
- Team handling

Organization: ALCOR Pvt Ltd.

Duration: Jan2019-Oct2020

Designation: Business Development Manager (International Business)

Location: Pune Area, India

Role and responsibilities:

- ❑ IT Sales
- ❑ UI/UX Service
- ❑ Software development/ website development
- ❑ Chatbots
- ❑ existing and new Account Management, client Retention.
- ❑ Connecting with IT Director, IT Manager, CTO, International business heads responsible for IT, software.
- ❑ Ensures successful delivery and adoption of client engagements.
- ❑ Creates and executes project work plans and revises as appropriate to meet changing needs and requirements.
- ❑ Builds and maintains strong client relationships by delivering high quality work products and deliverables.
- ❑ Manages day-to-day client interaction; sets and manages client expectations.
- ❑ Scheduling meetings with clients in Europe/ Asia for successful closure of cases.
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- ❑ Mass emailing, email marketing, customized emails to get new business
- ❑ Presenting business case to clients
- ❑ Requirement information gathering, con-call scheduling with technical team.
- ❑ Problem solving
- ❑ Negotiation
- ❑ Cross sale.
- ❑ Client retention.
- ❑ Objection handling
- ❑ Coordinating with Business alliance, deal closure and finance terms for successful execution of projects.

Organization: ZDSB IT enables

Duration: Oct 2015 – Nov 2018 – 3.1 Year

Designation: RA-Research & Business development .(International Business)

Location: Pune Area, India

Profile:

- ☐ Existing and new account handling
 - Lead generation and pre-sales through cold calling and mailing
- ☐ Understanding the leads(prospects)requirements and pitching products/services accordingly.
- ☐ Data mining through Linked-In, hoovers, and information available on public domain.
- ☐ IT Sales
- ☐ UI/UX services
- ☐ Software development/ website development
- ☐ Chatbots
- ☐ Connecting with IT Director, IT Manager, CTO, International business heads responsible for IT, software.
- ☐ Builds and maintains strong client relationships by delivering high quality work products and deliverable
- ☐ Get the required documents and term-sheet signed from the client
- ☐ Aggressively participate towards closure
- ☐ Business strategy, Handling multiple clients (project) at the same time
- ☐ Meeting client requirements
- ☐ Objection handling
- ☐ Weekly and monthly target report, team handling
- ☐ Team schedule, attendance, leaves management

Organization: IBM Pvt. Ltd.

Duration: Aug 2014 – Aug 2015 - 1Year

Designation: Technical Support Specialist (International Business)

Location: Pune Area, India

Profile:

- ☐ Solving customers technical problems
- ☐ Broadband selling
- ☐ Retaining existing customer
- ☐ Supporting team member to solve their customers queries
- ☐ Promoting new services to new and existing customer
- ☐ Cross selling
- ☐ Appointment setting
- ☐ Helping field team with customer meeting schedule

Organization: Ideal Insurance Services

Duration: Aug 2012 – Aug 2014 - 2Year

Designation: Business development executive

Location: Pune Area, India

Profile:

- ☐ existing and new account handling
- ☐ Lead generation and pre-sales through cold calling and mailing Insurance selling
- ☐ Get the required documents for Insurance opening
- ☐ Supporting team member to solve their customers query
- ☐ Promoting new services to new and existing customer
- ☐ Appointment setting with interested client
- ☐ Aggressively participate towards closure
- ☐ Client Retention, cross sale, payment handling

CORE COMPETENCIES:

- ☐ Decision Making, Team handling
- ☐ Time Management
- ☐ Leadership
- ☐ Intellectually curious with a strong work ethic and desire to learn.
- ☐ Communication skills
- ☐ Self-motivated
- ☐ Travel

PROFESSIONAL QUALIFICATIONS:

Course	College/University	Year
MBA Marketing & International Marketing	Symbiosis- SCDL Pune	2019
BSc Geology	Fergusson College-Pune	2012
BA English	YCMOU-Pune	2012
HSC	State Board	2008

- **ACHIEVEMENTS:** Airforce NCC, Awarded-AIBC (All India Best Cadet), Gold medal in shooting