






Datta Jaibhai


About Me

 3.5 years Exp.

 11/05/1994

 Mumbai

 8779294565

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Profile Summary

Highly skilled Sales Professional with over 3.5 years of experience into Business development. able to handle complex situations from strategic prospective. Motivated and results-focused with high performing and hardworking nature. Detail oriented and innovative & congenial sales person.

» Employment History «

➤ Current Employment :

MyGate (Vivish technologies pvt ltd)

Senior Business Development Manager

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(oct2021-till present)

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Business Development Manager

(oct2020-oct 2021)

- ❖ Building sales funnel(Lead generation) Routine calling to clients & Continuous follow up for meetings.
- ❖ Deal with management to prioritize plan, and execute strategies to meet all client requirements and independently solving the problems in all aspects.
- ❖ solicit references, contract signing and upfront payment collection.
- ❖ Accomplishes sales target by forecasting best negotiation with respect to client requirements.
- ❖ Develop and monitor individual sales objectives on monthly Basis, ensure timely installment of system
- ❖ Keep track of the competitor's activity and report the same to the reporting manager.
- ❖ Maintain relationships with all the key accounts for ensuring overall pipeline & revenue growth.
- ❖ Responsible for new Business development via prospecting, qualifying, selling and closing services, solutions and products.
- ❖ Manage client relationship through all phases of the sales cycle, regular follow-up with agencies for sales pipeline

➤ Previous Employment :

Om Sai Enterprises

Business Development Executive

AUG 2018- JULY2020

- Managed team of associates, direct and motivate team to achieve target, resolution of team members issues or conflicts, day to day follow-up on sales pipeline.
- Training and evaluate the performance of the team, Suggest and organize team building activities, participation in hiring process.
- Managing business with all category interior contractors, direct client/end-user as on their own key
- Sourcing prospective leads through existing clients/ cold calls, assessing opportunities and providing value proposition to the clients.
- Preparing the complete information about the client hierarchy and reaching out to key decision makers
- Assign monthly, quarterly and annual sales targets to associates and execute business development.
- Negotiate & finalize annual contract and terms of trade with key accounts in the territory.



Computer Proficiency :

- C++ basic knowledge
- MS word/ Excel/PPT
- SAP / CRM/ Leadsquared



Languages:

- ┐ English ┐ Hindi
- ┐ Marathi



Education :

- **MBA (Marketing)**
D. B institute of management &
research,SRTM university **2020**
Nanded Maharashtra
- **Bachelor of science (Chemistry)** **2017**
Elphinstone college,Fort
Mumbai University



Skills :

- Management
- Communication skill
- Negotiation skill
- Payment collection
- Direct sales
- Sales leadership
- Risk management
- Key A/c handling