

TERAIYA VIRAM RAJNIKANT

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INTERNATIONAL BUSINESS DEVELOPMENT MANAGER (11 YEARS & 4 MONTHS)

Objective: Keen to have a challenging and performance-oriented career with an organization of distinction which recognizes my true potential and provides me sufficient avenues for professional growth

PROFILE AND STRENGTHS

Backed by strong academic credentials: MCA; targeting assignments in the field of Information Technology, possess zeal to make a mark in the Industry and to further company's objectives and goals within timelines

▪ Conceptually strong with an innovative and analytical approach to the work with an eye for detail. ▪ Enriched with the ability to learn new concepts & technology within a short span of time.

▪ Self-motivated, hardworking and goal-oriented with a high degree of flexibility, creativity, resourcefulness, commitment, and optimism. ▪ An effective team player with exceptional planning and execution skills. Outstanding communication skills, verbal as well as written coupled with exceptional presentation skills with the ability to perform above expectations.

TECHNICAL SKILLS

Languages & Frameworks Database

*Asp.Net, **Magento**, **WordPress**, Joomla, **eCommerce**, **iOs**,*

Oracle 8i, SQL Server 2005, MS-Access, My SQL.

Operating System

***Windows 10**, **Windows 8**, Windows 7, Windows Vista, Windows 98/XP, DOS*

Web Technologies & Tools

Android**, **CI**, **YII

*Asp. Net, **PHP**, **PHP5**, **HTML**, **HTML5**, **AJAX**, JavaScript, CSS*

EDUCATIONAL CREDENTIALS

MCA - 2010

Dr. D. Y. Patil College, Pimpri - PUNE, **60.97%**

BCA - 2005

Shree H. N. Shukla College of I.T - RAJKOT, **53.50%**

Class XII - 2002

GSEB, **45.33%**

Class X - 2000

GSEB, **62%**

CURRENT COMPANY EXPERIENCE (5 Year and 10 Month)

Company Name WebHub Inc. – <http://www.webhubinc.com>

Role Sr. International Business Development Manager

Skills Lead Generation, Cold Calling, Email Marketing, Social Media Marketing, Online Business Meeting

Work Duration August-'17 to Now (5 Year and 10 Month)

Details Creative and inventive thinker craves a challenge and not afraid to work outside the comfort zone. I am a motivated team player who consistently aims to push revenue expectations and exceeds goals. I possess superb communications skills and am someone who can build up rapport easily, open up with clients, find out exactly what they need, and then present them with a wide range of service and solutions. Pragmatic and results oriented, with a focus on bottom line results. I have a track record of achieving and exceeding the standards of performance set out for any sales projects. I want to develop my career in a fast-moving environment for a suitable position with a company that values passion, positivist, integrity and hard work.

PREVIOUS COMPANY EXPERIENCE (5 Years and 6 Months)

Company Name iFlair Web Technologies Pvt. Ltd. – <http://www.iflair.com>

Role Sr. International Business Development Executive

Skills Lead Generation, Cold Calling, Email Marketing, Social Media Marketing, Online Business Meeting

Work Duration Jan-'17 to June-'17 (6 Months)

Details Manage a rich content/editorial calendar that attracts a qualified audience to our strong technologies (including blog posts, whitepapers, eBooks, reports, webinars, infographics, etc.).

Grow new leads, including marketing-qualified leads, by converting site traffic through calls to-action, landing pages, and lead generation content (including offers).

Optimise our marketing automation and lead nurturing processes through email, content, and social channels.

Establish closed-loop analytics with sales to understand how our inbound marketing activity turns into customers, and continually refine our process to convert customers.

Company Name NextBits Web Solutions Pvt. Ltd. – <http://www.nextbits.eu> | <http://www.nextbitsgroup.com>

Role Sr. International Business Development Manager

Platform PHP, Magento, WordPress, YII, Android, iOS

Work Duration Feb-'14 to Dec-'16 (3 Years)

Details • Five years proven track record in web development business

- Excellent organizational skills, with emphasis on priorities and goal setting
- Strong communication and technical skills, magnificent focus on client requirements
- Generated new business for the firm via cold calls
- 160% increase in customer base; resulting in 57% revenue growth.

Company Name Eagle Eye Technologies – <http://www.eagle-eyetech.com>

Role Sr. International Business Development Manager

Platform PHP, HTML, WordPress, Joomla, Android, iOS

Work Duration Jan-'12 to Dec-'13 (2 Years)

Details Was actively involved and maintaining all the Customers and their Projects. Undertake Projects, check its feasibility and assign projects to developers and maintains all Cutters and Makers information.

DEVELOPMENT EXPERIENCE (2 Years and 06 Months)

Company Name *Mind Zone IT Services Pvt. Ltd.* – <http://www.mindzon.com>

Role *PHP Developer (Fresher)*

Platform *PHP, HTML, WordPress, Joomla*

Work Duration *July-'11 to Dec-'11 (6 Months)*

Details *Started working as a PHP Developer with open source platforms like WordPress and Joomla and realized that for me client communication and lead generation is more suitable than being a PHP Developer so I started working as a Business Developer.*

Company Name *Confianza Soft Solutions Pvt. Ltd. – Pune* – <http://www.confianza.com>

Role *Jr. Asp.Net Developer*

Platform *Asp. Net*

Work Duration *July-'09 to June-'11 (2 Years)*

Details *Started my development career as an Asp. Net Developer served the different company for the different industry.*

Job Profile (11 Years and 5 Month)

Total Work Experience: *Almost EIGHT Years and Eleven Months as an International Business Developer (Jan-'12 to now) + TWO and a HALF Year as a Web Developer (July-'09 to Dec-'11).*

PERSONAL DOSSIER

Date of Birth: 28th November 1985

Languages Known: English, Hindi, Gujarati and Marathi.

Permanent Address: G-305, Aaryan Crystal, Opp. Aaryan Pride, Near Life Line Hospital, Gota, Ahmedabad – 382481

References: Available on request.