

YASHI JAIN

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PROFESSIONAL SNAPSHOT

Solutions focused, meticulous and result oriented **MBA (International Business)** professional offering successful career distinguished by commended performance and proven results. 2+ years of experience in IT services and solutions as well as achieving results through sales and revenue generating partnerships. My career objective is to work in the organization with utmost dedication and commitment leading to the growth and development of the organization and my own. Skilled in grasping the big picture, conceptualizing, developing, implementing solutions & partnering closely with directors, teams and stakeholders.

AREAS OF EXPERTISE

Sales & Marketing , Domestic & International Market, Lead Qualification & Generation, Negotiation, Market Analysis, Social Media Marketing, SOW, Cross Sell, Upsell, Relationship Management., Purchase, Email Communication, Cold calls

EMPLOYMENT CHRONICLE

Softude by Systematix Infotech Indore, M.P. (August 2020 - Present) (*Business Development*)

1. Low Code Development (Digital Transformation)

- Working along with an assigned Sales Director in coordination with Project Head to deliver custom application solutions for clients using Low Code Development that provide and deliver ROI to customers.
- Develop and execute prospecting campaigns for target market sectors.

2. Workday

- Worked as a Contractual Resource Provider by searching vendors, Vendor onboarding, Gathering market intelligence, providing insights to the Team and making recommendations on margin adjustments.
- Added partners like PwC, Hexaware, Cognizant, Alight Solutions, Capgemini.

3. B2B Ordering and Order Management Application

- Spearheaded direct B2B Sales by onboarding clients from PAN India from automotive industry.
- Creating good relationships with the prospects, presenting product demos, creating proposals and pitches, providing product training to clients.

4. Chatbot

- Marketing campaigns like social media posts, email campaigns, WA campaign, Facebook Ads.
- Gather market intelligence, provide feedback to management and make recommendations on margin adjustments.
- Presenting product demos, creating proposals and pitches, providing product training to clients.

5. Ecommerce Subscription Solution

- Understanding the prospect requirements, Lead generation, Support the development of proposals.

Events Attended

- InFInity- First India France Digital Partnership Summit, 24-25 November 2021
- Economic Times Cloud Innovation Summit 2021, 7 December 2021
- ESC Europe B2B Matrix Event 2021
- ESC USA B2B Matrix Event 2021
- IndiaSoft (March 2021)

PREVIOUS ASSIGNMENTS

Shreeram Technology Services Pvt. Ltd. (Jan 2020 - July 2020) (*Business Development*)

- Lead generation, Conducting product demos and customize product offering in partnership with the technical teams
- Ensure a healthy lead pipeline of prospective clients On-board new clients to ensure effective and efficient use of the product, New merchant tie ups, Reseller DST tie ups.

Trade Stallion (June 2019- Aug 2019) (*E-commerce Trainee*)

- Research potential vendors
- Compare, evaluate and negotiate contract terms of agreement and pricing
- Review quality of purchased products
- Maintain updated records of purchased products
- Delivery information and invoices
- Prepare reports on purchases, including cost analyses
- Monitor stock levels and place orders as needed.

Trade India Research Indore, M.P. (January 2018- May 2018) (*Business Development*)

- Worked as a Business Development Associate for Investment Advisory Industry all over India, achieved target upto 185% by generating business, and building relationships with the Potential clients.

CREDENTIALS

Professional:

- **MBA International Business (Major-International Marketing/Minor-Logistics and Supply Chain Management)** from, Prestige Institute Of Management & Research, PIMR Indore (2018-2020)

Academic:

- **Bachelors in Foreign Trade** from IBMR IPS Academy, Indore in (2014-2017)
- **XII** from Central Board of Secondary Education in (2013-2014)
- **X** from Central Board of Secondary Education in (2011-2012)

Technical: Microsoft Excel, Microsoft Word, Microsoft Powerpoint, Google Applications, Wordpress.

MISCELLANEOUS

- Certification of **Digital Marketing** by CrazyOnWeb, Indore.
- Participated in 28th IMA International Management Conclave 2019.
- Participated in 13th International Conference 2018.
- Event Manager at Annual Cultural Fest Flames & Blossoms 2016, 2015 & 2014.
- Winner in District level Handball Competition.

PERSONAL VITAE

Date of Birth : September 11, 1997

Languages Known : English, Hindi

Mailing Address : 147, Mangal Murti Nagar, Flat 101, Satguru, Indore, (M.P.)