



Dinesh Singare

Business Development
Manager

CONTACT

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Location: H. No. 2-17-4 ,
Kadrabad, Panibes, Bezonji Road
, Jalna 431203 Maharashtra India

SKILLS:

- Sales and Negotiation
- Strategic Thinking
- Relationship Building
- Market Research and Analysis
- Industry Knowledge

PROFESSIONAL SUMMARY

- Dynamic and goal-oriented Senior professional with 10+ years of experience in IT and Business Development, delivering exceptional results by surpassing sales targets and fuelling substantial revenue growth.
- Proven ability to cultivate and foster long-term partnerships by successfully establishing and nurturing key client relationships.
- Demonstrated leadership prowess in building and managing high-performing sales teams, fostering a collaborative environment that drives exceptional results.
- Expertise in strategically positioning cutting-edge solutions, effectively differentiating them from competitors and gaining a significant market advantage.
- Exceptional communication, presentation, and negotiation skills that enable seamless interaction with clients and stakeholders, coupled with a passion for leveraging technology to drive innovation and ensure unparalleled customer satisfaction.

ROLES AND RESPONSIBILITIES

Market Research and Analysis:

- Conduct extensive market research to identify lucrative global business opportunities and gain in-depth insights into clients' specific requirements.
- Stay updated on the latest industry trends, particularly focusing on SEO/SEM concepts, to effectively align services with market demands.

Client Acquisition and Relationship Building:

- Proactively engage potential clients through strategic sales and marketing calls, leveraging effective communication skills to book meetings and secure successful closures.
- Skillfully manage and coordinate client proposal activities, fostering strong and enduring relationships to ensure client satisfaction and loyalty.

Business Development Strategy:

- Formulate a comprehensive and results-driven business development strategy, leveraging market insights to identify and capitalize on new business opportunities.
- Collaborate closely with the marketing team, providing support and guidance to drive impactful marketing initiatives, while also delivering training programs to enhance the expertise of marketing executives.

Contract Negotiation and Deal Closure:

- Demonstrate exceptional negotiation skills during contract discussions with prospective clients, striving for mutually beneficial agreements.
- Display a strong commitment to achieving sales goals, while upholding service quality standards to ensure successful deal closures.

Industry Networking and Partnerships:

- Actively network with industry professionals and cultivate valuable partnerships with key stakeholders in the IT industry, creating a strong network for potential collaborations and business growth.

Sales Performance Analysis and Reporting:

- Conduct a comprehensive analysis of sales performance, identifying areas for improvement and implementing strategic measures to drive sales growth.
- Generate insightful reports on sales activities, revenue, and market trends, providing valuable recommendations for optimized sales strategies.
- Efficiently manage and lead the sales team, fostering a high-performance culture to achieve and surpass set targets.

WORK PROFILE TIMELINE

EDUCATIONAL QUALIFICATION:

- 2011 | Post Graduate Diploma in Business Administration (PGDBA-Marketing) | Symbiosis Centre for Distance Learning (SCDL), Pune
- 2011 | Master in Computer Application (MCA) | Sinhgad Institute Of Management (SIOM), Pune
- 2008 | Bachelor Of Computer Application (BCA) | Maulana Azad Educational Trust's, Tom Patrick Inst. Of Computer & Information Technology, Aurangabad
- 2005 | HSC (Maharashtra State Board) | J. E. S. College, Jalna
- 2003 | SSC (Maharashtra State Board) | M. S. Jain School, Jalna

2021

July 2021 - PRESENT | (Freelancing) Fiver, Upwork, freelancing websites

2016

Feb 2016 – June 2021 | Business Development Manager | WebTids

2015

SEP 2015 - DEC 2015 | Business Development Manager | AdTech Solutions LLC (UAE Dubai)

2012

Mar 2012- Mar 2015 | Business Development Manager | Tegasys Solutions, Pune

2011

DEC 2011 – MAR 2012 | Business Development Executive | World Wide Infosoft Services Pvt. Ltd., Pune

2010

DEC 2010 - DEC 2011 | Business Development Executive | Treesha Desire Infotech Solutions Pvt. Ltd., Pune

PROFESSIONAL TRAINING / CERTIFICATIONS:

- 2014 | Pursuing Certification in Digital Marketing | NMIMS, Mumbai
- 2010 | IBM Certified Associates DB2 9 Fundamentals | IBM, Pune
- 2009 | Certification in Microsoft Visual Basic .NET 2008 | Seed Infotech Pvt. Ltd. , Pune
- 2005 | Certificate In Marketing & Salesmanship | J.E.S. College, Jalna
- 2002 | Elementary Grade Drawing Examination | Government Of Maharashtra

TECHNICAL SKILLS:

- Business Networking Tools: Linked In, Upwork, Fiverr, Freelancer
- Social Networking Tools: Facebook, Twitter, MySpace, Google Plus+, Meta
- Office Productivity Tools: Microsoft Office, Oracle Open Office, MS Power BI
- Operating Systems: Windows 11
- Database: Oracle 9i, IBM DB2 9
- Programming Languages: Java, Python
- Web Development Tools: HTML, CSS, MS Front Page