



Vikas Singh

BUSINESS DEVELOPMENT
MANAGER

Details

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United Arab Emirates
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Links

[LinkedIn: Vikas Singh](#)
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Skills

Excellent Customer Service Skills

Project Management Skills

Business Development Strategies

Agile Project Management

Sales planing

Market research

Excellent Communication

set Market strategies to meet our
goal toward the organisation.

Languages

English

Hindi

Gujarati

Profile

CAREER OBJECTIVE: Seeking an opportunity in an organization where I get an opportunity to explore and enhance my skills to the fullest, there by contributing to the growth of the organization.

I am more involved in the Sales process, Market research, Business planning and set Market strategies to meet our goal toward the organization.

PROFICIENCY

I have sufficient proficiency in **Data Analysis and Market research in Software domain, Automation tools to find the data and Different types of Campaigns (Social media, Emails, Linkedin and Adword) for large amount of Audience and market for lead generation & closing.**

Education

MBA (International Business) from ICFAI University.

I have done B.Com from RRP College Amethi (UP.) in 2015.

Intermediate from UP. Board with 62% in 2012.

High School from UP. Board with 52% in 2010

Employment History

Business Development Manager, Ninja TechNolabs pvt ltd., Ahmedabad

APRIL 2022 – AUGUST 2022

Job Description:-

- Identify the potential customers and generate leads for the organization.
- Meet prospects by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients and Maintain and improve with existing.
- Set up meetings between client
- Plan approaches and pitches.
- Participate in pricing the solution/service.
- Use a variety of styles to persuade or negotiate appropriately.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.

Business Strategic-Dev Manager, WebHook Technologies Pvt. Ltd, New Delhi

MAY 2021 – MARCH 2022

Job Description:-

- Pro-actively hunt clients, target organizations by networking, cold calling, advertising or other means of generating interest from potential prospects.
- Establish communications with those businesses that can benefit from our Company's services.
- Conduct extensive market research prior to starting up your business and continue gathering information throughout the life of the business.
- Further develop multi-tier relationships to organically grow the clients' accounts
- Plan approaches and pitches.

Hobbies

Traveling & Explorer places.

Listening Music

(Hollywood/Bollywood)

biking & Swimming

- Work with team to develop proposals that speaks to the clients needs, concerns, and objectives.
- Closes business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operation.
- Build referral and lead generation network.
- Develop the corporate brand strategy.
- Develop and manage marketing tools and collateral for existing and new clients.

Business Development Manager, Spaculus Software pvt. Ltd., Vadodara

SEPTEMBER 2020 – MAY 2021

Job Description:-

- Find out the potential prospect and turn this into increased business.
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities.
- find out potential audiences by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/Principals.
- Plan approaches and pitches.
- Work with a team to develop proposals that speak to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Use a variety of styles to persuade or negotiate appropriately.

Business Development Manager, Ignited Heads Solution., Mangalore

MAY 2018 – AUGUST 2020

Job Description:-

- Prospect for potential new clients and turn this into increased business.
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities.
- Meet potential clients by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/ Principals & Plan approaches and pitches.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Use a variety of styles to persuade or negotiate appropriately.
- Completing all documentation and administrative records, fully and accurately.
- Developing and maintaining a database of all contacts.

Business Development Manager, Black Id Solutions Private Ltd., Vadodara

MAY 2017 – MAY 2018

Job Description:-

- Prospect for potential new clients and turn this into increased business.

- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities.
- Meet potential clients by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/ Principals.
- Plan approaches and pitches.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Use a variety of styles to persuade or negotiate appropriately.
- Completing all documentation and administrative records, fully and accurately.
- Developing and maintaining a database of all contacts.
- Define and improve all system and network operations processes.

Sr. Executive- Sales & Marketing, Indiamart intermesh Limited., Vadodara

MAY 2016 – APRIL 2017

Job Description:-

- To focus on Channel Sales and Achieve the Budgeted Target.
- Data collection and generate lead for further business deal.
- Ability to manage 4-5 clients in day for closing business deal.
- On time payment collection.
- Follow up and contact with new client and existing client for meeting and inquiry. Provide a better service to our existing client generated independently.
- All other sales related work as per the instructions by seniors.

Executive- Sales & Marketing, Goel Scientific Glass Works limited., Vadodara

OCTOBER 2015 – APRIL 2016

Job Description:-

- To focus on Channel Sales and Achieve the Budgeted Target.
- Generating new lead through online searching, reference and with other business sources.
- Responsible for developing business after developing dealers, distributors & retailer for the product and Payment Collection.
- Assisting the Authority to achieve the targets.
- Follow up and contact with new client and existing client for meeting and inquiry.
- Timely feedback with regular customers and dealers for service feedback.
- To prepare the Daily and monthly sales report and submit it to the superior.
- All other sales related work as per the instructions by the Superior.

Self-assessment

- Confident and Practical approach.
- Love for creativity and challenge.
- Capacity for adaptation to environment.
- Ability to deliver results in a team works Good Listener Positive Attitude

Personal Details :

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Declaration:-

I hereby declare that the information furnished above is true to the best of my knowledge.

Thank You,