

DARSHAN H. TRIVEDI

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Objective :

To obtain a position that will enable me to use my strong organizational skills, award-winning educational background, and ability to work well with people.

Work Experience :

Brainvire Infotech Pvt Ltd.
(Business Development Executive & Channel Account Executive)
Dec-2019 to Present

Key Responsibilities: (Working with SuiteCRM based product)

1. Find our right audience for the company's product.
2. Provide detailed demonstrations about the product .
3. Understand client's business requirement for the CRM and help them to understand CRM flow and it's process
4. Provide regular feedback about the product to the management and to make sure about the necessary changes into it.
5. Develop effective working relationships with customers through regular meetings and identify and obtain further sales and business development opportunities
6. Actively maintaining the product with the help of the Analyst and technical team.

7. Identify requirements for new products & services to anticipate and potentially lead the market.

Variance Infotech Pvt Ltd.
(Business Development Executive & Salesforce Consultant)
Oct-2017 to July - 2019

Key Responsibilities:

1. Manage accounts and meet or exceed targets relating to revenue growth, activities, profit margin, mix of products and services sales, customer retention and customer acquisition.
2. Bid management processing and manage order levels maintaining the CRM database
3. Working closely with the new customers to spread awareness about Salesforce CRM , and consult them on how it will help them to grow their business.
4. Understand client requirements on various Salesforce customization and coordinate with the technical team for the same.
5. Provide regular feedback to senior management about marketplace and competitor activity
6. Develop effective working relationships with customers through regular meetings and identify and obtain further sales and business development opportunities
7. Work with and Group marketing to develop marketing campaigns to support Sales Strategy. Generate new business and raise awareness of other company products.

Sigma Solve IT Tech Pvt Ltd.

(Jr. Business Development Executive) June - 2016 to Oct - 2017

I was generating leads and dealing with international customers specifically for the US (Florida, Atlanta) and other territories in the US.

Key Responsibilities:

Understanding the future perspective of the company and developing strategies for growth accordingly

Researching and analyzing the market to find out better business opportunities

Collaborating with clients and making business deals that are beneficial for the company in long run

Finding out faults and loopholes in the current business strategies and change them and help in preventing stagnancy in the business by implementing new ideas continuously

Interacting with the higher authorities of the company such as managers and directors and discuss business issues with them

Prepare presentations for the company that can be present at the trade shows, to the clients, to the employees, conferences, etc.

Maintaining continuous client relationships through client follow-up and responding to their queries is one of the most important part of a business development executives job profile

Certifications :

Salesforce Certified Administrator : (SCA)

Credential ID : 21462784

Trailhead Profile Link : <https://trailblazer.me/id/dtrivedi4>

Educational Qualification :

Degree	Year of Passout	Board/Uni.	Percentage
B.E (Computer)	2016	G.T.U	7.32 (CGPA)
12th (Science)	2012	G.H.S.E.B	66%
10th	2010	G.S.E.B	80%

Professional & Technical Skills :

1. Good Communication & Interpersonal skill
2. Negotiation & Persuasion skill
3. Project Management
4. Problem solving
5. Collaboration skill

Technical Skills :

1. C , C++ Programing language
 2. Php , Wordpress
 3. Java (Basic Overview)
 4. Android & iOS (Overview)
 5. CRM
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Achievements :

1. Got a certificate for participating in poster presentation competition In ISTE-2013,a state level convention on a poster titled “Height Of Mountain”.
 2. Got a certificate for participating in a project presentation competition in ISTE-2013,state level convention on a project titled “Data Encryption Using Gray Code” using “C”language.
 3. Participated in the Salesforce “India Dreamin” event held at Delhi.
 4. Participated in the Salesforce “TrailheaDX” Bangalore held in Dec 2019.
 5. Active member of “Ahmedabad WIT” group.
 6. Holding Salesforce awareness programs in various colleges/Universities.
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Hobbies :

1. Travelling
 2. Watching Movies
 3. Cricket
 4. Swimming
 5. To interact with new people.
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Personal Details :

Name : Darshan Hemshankerbhai Trivedi
D.O.B : 06th May 1994
Gender : Male
Nationality : Indian
Marital Status : Single
Caste : Brahmin
Religion : Hindu
Languages Known : English , Hindi , Gujarati
Present Address : 23, Vishwamitra Society, Nr.Jivraj cross road
Vejalpur road.
Jivrajpark, Ahmedabad - 380051
Permanent Address : Block Number - 28, Gokuldharm Society,
Krishnanagar Main road,
Rajkot - 360004

1

¹ I hereby declare that the information mentioned above is true to the best of my knowledge and belief.

(Darshan Trivedi)