

Sachin Goyal

INDIA

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Skills:

- Sales Strategy
 - Marketing Plan
 - Lead Generation
 - Revenue Generation
 - Team Leading
 - Budget Setting
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Synopsis:

MBA (Marketing & Finance) GLS University, Ahmedabad.

BTech (Electronics & Telecommunication), IETE, Delhi.

Strength:

Effective communication skills / self-motivated/ task master.

Team Handling/ Men-Management/ Mentoring/ Training/ Motivated.

Work Experience:

1. Company Name: AppsRow Solutions LLP, Ahmedabad, Gujarat. (InfoTech)

Tenure: 27th July,20 till date

Designation: Senior Manager – Business Development

Job Profile –

- Initiated, negotiated and signed on new national and regional customers.
- Executed and spearheaded internal and external business strategies to optimize customer relationships.
- Proactively reached out to new customers to set up presentations/ meetings.
- Developed over \$200k of new business within assigned partnerships.

- Developed proposals, negotiated terms and conditions, and implemented contractual agreements with accountability for delivering strong financial results.
- Created and implemented a performance evaluation for 5 sales executives.
- Recognized as the face of the company in many facets; contract negotiations, strategic business decisions, and day-to-day decision making.
- Directly on-boarded 4 new multi-national consultants as partners that have to contribute significantly to the organizations bottom line and increase in net new clients.
- Trained department on Sales Management and Marketing strategies.

2. **Company Name: Hidden Brains Infotech Pvt. Ltd., Gujarat. (InfoTech)**

Tenure: 14th October,19 – 11th June,20

Designation: Sales Executive

Job Profile –

- Carry out cold-calling in order to create interest in products and services, generate new business leads and arrange meetings.
- Prepare and deliver presentations and demonstrations of software to customers with technical team member.
- Pre-sales - giving detailed information about technical specifications in the ways in which that could meet a customer's needs.
- Sales - negotiating a commercial agreement to the benefit of both the customer and supplier.
- Outsourcing projects for the improvement of company in terms of time and revenue.
- Writing marketing content for the company.

3. **Company Name: IIMT Studies, Gujarat. (eLearning)** Tenure: 11th June, 13 – 28th September 19

Designation: Deputy Manager – International Sales

Job Profile

- International travel included UAE (4times), Qatar (3times), Kuwait (1time) and Oman (1time), which resulted in new account development and got opportunity to understand market.
- Spent 6.5 years as Officer, Assistant Manager, Deputy Manager as working for Domestic & International market.
- Negotiated pricing details with customers in order to secure business, while maximizing target profitability and margins.

- Maintained open communication with customers, allowing for more accurate profiling of potential business and increased sales.
- Manage the prospect / opportunity from initial identification to enquiry stage and development of the proposal.
- Perform any other job functions as assigned.
- Develop sales strategies for the area to meet and exceed sales targets.

Software:

Microsoft Office: Excel, Word, PowerPoint, Outlook

Software: CRM

Volunteer:

Organization Name: Charity Pick-up, Ahmedabad

Tenure: April,18 till date.

Facebook - <https://www.facebook.com/charitypickupahmedabad/>

LinkedIn - <https://www.linkedin.com/company/charity-pickup-world/>

Designation: Co-Founder

Profile -

- Started in college to help people with basic needs.
- Motto - Don't throw away your unwanted items. If you can't make it down to one of our charity shops to donate your things, we can collect them from your home for free. Time-saving for you, life-saving for us.

Personal Details:

- Date of Birth: 14th April, 1990
- Marital Status: Single
- Languages known: English, Hindi, Gujarati

Hobbies:

- Travel
- Content Writing
- Sports