Jay Dave

27/Karnavati residency, Opp. Shree Ram Park, Ahmedabad, Gujarat
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Summary

To obtain a new business development position utilizing my knowledge and selling abilities in business to business arena.

Employment History

Business Development Executive

Versatile Technolabs Pvt. Ltd • Ahmedabad, Gujarat
10/2015 - 11/2016

- Identify and create business opportunities for Versatile's software services through bidding portals(e.g., Freelancer, UpWork).
- Generate leads through LinkedIn posts & messages and approach them.
- Collect the complete requirement from the client and ask questions(if required).
- Coordinate with the Business Analyst and share the ballpark estimation and timeline with the client.
- Prepare the proposal mentioning the timeline, sprints, etc.
- Be in touch with the client making sure everything is going smoothly.
- Try to get referrals and video testimonials from the client.

Sr. Business Development Executive

Simform • Ahmedabad, Gujarat
11/2016 - Present

- Experience working with B2B and B2C to identify and generate business for Simform's software services.
- Experience working with tech agencies, startups, and independent software vendors.
- Set up weekly appointments/meetings with CXO, decision-makers, or company influencers and understand their offerings, needs, pain points, and business/engagement model.
- Manage end-to-end client communication.
- Set up in-person meetings for an onshore visit or consultants through emails, cold calls, and LinkedIn messages.
- Explain Simfom's services, walk the client through the presentation and identify the collaboration space.
- Understand the client's requirement and share the brief with the Business Analyst team.
- Set up a next-level call with the client and the Business Analyst to gather the requirement and pitch engagement models.
- Experience building relationships by nurturing the client and developing and managing the sales pipeline.
- Continuously be in the loop the project is in to be on the same page.
- Be in touch with the client via Slack, Email, LinkedIn, or other communication tools.
- Led data research team and managed the work allocation.

Education

Primary and Secondary

Shreeji Vidhyalay • Ahmedabad, Gujarat
05/2010

Higher Secondary

Sarthak Vidhya Sankul • Ahmedabad, Gujarat
05/2012

Bachelor of Information Technology

HGCE College of Engineering • Ahmedabad, Gujarat

Languages

English, Hindi, Gujarati, Sanskrit

Achievement

- Employee of the month – Versatile Technolabs Pvt. Ltd.

Interests

- Cricket
- Table Tennis
- Volleyball

Honors and Awards

- Best batsman – Simform Cricket league 2019
- Best batsman – Simform Cricket league 2022