

ARIHANT JAIN

BUSINESS DEVELOPMENT MANAGER

Contact No. - +91-8700-473-554

Email – arihantjainjain@gmail.com

Career Objective:

8+ years of experience in Global & Domestic sales and having problem solving, solid marketing knowledge, Sales and Marketing skills to improve individual and organizational performance. Impassioned sales & marketing manager that works with purpose and understands the strong working relationship with team and produce exceptional results.

Skills:

Key Skills, Core Competencies and Strengths:

- Strong Knowledge of Sales and marketing concepts
- Ability to work independently
- Cold calling, corporate sales
- Excellent knowledge in Client handling and International market servicing
- Ability to convert any kinds of leads to business handling module
- Extensive Knowledge of Websites technology and mobility as well as SEO.
- Ability to take challenges in meeting business objectives, targets and willing to work independently
- Innovative – high motivate professional, with strong relationship and management skills
- Excellent communication skills in English and Hindi (both written and verbal).
- Excellent presentation skills (Personality, ability to present capability and convince with strong reasoning and data support in PPT form).
- Ability to Plan, Develop and Execute High Growth Marketing program
- Team Handling and Team Management.
- Business communication skills
- Listening Skills
- Assertive, aggressive (when required) and enthusiastic – Ability to convince within a given time frame.

Professional Experience:

Umenit Solutions LLP

Umenit Solutions is a Services, products and solutions for better management and “return on investment”, we play a critical role by providing a customized technological workplace to stimulate business and customers. An ecosystem that is a concern to best-in-market solutions to meet all of our client’s business requirement and assist their ideas to grow in technological environment.

Roles and Responsibilities:-

Working as an **Account Manager/ Team Lead**
(Working from **July 2021 to Till date**)

- Set clear team goals and KPIs.
- Generate sales among client accounts, including upsetting and cross-selling.
- Develops and maintains long-term relationships with accounts.
- Communicates client needs and demands to employer company
- Identifies opportunities to grow business with existing clients
- Coordinate with staff members working on the same account to ensure consistent service.
- Do regular performance evaluation.
- Delegating tasks and set deadlines for our internal team
- Listen to team members' feedback and resolve any issues or conflicts.
- Suggest and organize team building activities.
- Managing the day-to-day activities of the team.
- Developing and implementing a timeline to achieve targets.
- Collaborates with sales team to reach prospective clients

Techinventive Software Private Limited

Techinventive is catering to the diverse needs of the clients and understanding the requirement of their business, we have served clients at United States, Canada, Australia, United Kingdom & South Africa. Our major services include Web Portal, E-commerce development, Mobile application development (I Phone/Android/Blackberry/Windows), Application Migration, Application Integration.

Roles and Responsibilities:-

Working as an **Business Development Manager**
(Working from **September 2019 to July 2021**)

- Maintain customer data-base and regional accounts and follow up with after sales.
- Work with multi online marketing that drives Sales Leads i.e.- WebsiteDevelopment, Mobile applications, SEO agencies
- Profitably increase customer acquisition through Search, Affiliate, email and other online channels.
- Bidding on online portal such as upwork, Guru, etc.
- Offer support to customers, wherever and whenever possible.
- Handling team of Business analyst on requirement gathering till the RFP and Documentation.
- Develop impressive sales plan through effective sales methodology.

- Assist with the company helpline and serve as customer representatives to customers having technical difficulties.
- Maintain good relations with existing customers to promote new and upgraded products.

Flexsin Technologies Pvt Ltd.

Flexsin is a global software development company with about 10+ years of experience and over 350+ employees. We provide full-cycle services in the areas of advanced web development, enterprise application, mobile apps, web portal, e-learning, e-commerce, social networking, digital marketing and consulting services to enterprises and SMEs.

Roles and Responsibilities:-

Working as an **Business Development Manager**

(Working from August 2018 to August 2019)

- Maintain customer data-base and regional accounts and follow up with after sales.
- Work with multi online marketing that drives Sales Leads i.e. - Website Development, Mobile applications, SEO agencies
- Profitably increase customer acquisition through Search, Affiliate, email and other online channels.
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Unibera Software Solutions Pvt Ltd.

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Roles and Responsibilities:-

Working as an **Business Development Manager**

(Working from March 2017 to August 2018)

- Work with multi online marketing that drives Sales Leads i.e. - Website Development, Mobile applications, SEO agencies
- Worked on online portal such as upwork, Guru, etc.
- Closing Large number of Projects on Upwork and Guru.

- Managing a team of Bidding team.
- Profitably increase customer acquisition through Search, Affiliate, email and other online channels.
- Grasp diverse business needs of the customers and offer exact solutions.
- Offer support to customers, wherever and whenever possible.
- Advise and guide the customers about the website features and their usage in different contexts.
- Develop impressive sales plan through effective sales methodology.
- Assist with the company helpline and serve as customer representatives to customers having technical difficulties.
- Maintain good relations with existing customers to promote new and upgraded products.
- Enable customers to maximize use the websites by providing proper user training.
- Developed impressive sales plan through effective sales methodology for corporate sales.

Saturn Info Systems

Saturn Info Systems is catering to the diverse needs of the clients and understanding the requirement of their business, we have served clients at United States, Canada, Australia, United Kingdom & South Africa. Our major services include Web Portal, E-commerce development, Mobile application development (I Phone/Android/Blackberry/Windows), Application Migration, Application Integration,

Roles and Responsibilities:-

Working as an **Business Development Manager**

(Working from April 2015 to April 2017)

- Maintain customer data-base and regional accounts and follow up with after sales.
- Worked on online portal such as upwork, Guru, etc.
- Worked closely with bidding team on upwork, Guru, PPC, etc.
- Work with multi online marketing that drives Sales Leads i.e. - Website Development, Mobile applications, SEO agencies
- Profitably increase customer acquisition through Search, Affiliate, email and other online channels.

- Grasp diverse business needs of the customers and offer exact solutions.
- Offer support to customers, wherever and whenever possible.
- Advise and guide the customers about the website features and their usage in different contexts.
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Shahdeep International Business Solutions Ltd.

Shah Deep International is an ISO 9001:2008 & ISO: 27001 (ISMS) certified company and thriving for CMMi Level 3 certification. Catering to the diverse needs of the clients and understanding the requirement of their business, we have gained a reputed position as a leading offshore development company. Our major services include Web Portal, E-commerce development, Mobile application development (I Phone/Android/Blackberry/Windows), Application Migration, Application Integration, Game development & Internet marketing (SEO, SMO, PPC services)

Roles and Responsibilities:-

Working as a **Business Development Manager (Sales Coordinator)**

(Working from April 2013 till March 2015)

- Identifies opportunities through client calling and meeting with key decision makers in top level management.
- Maintain customer data-base and regional accounts and follow up with aftersales
- Work with multi online marketing that drives Sales Leads i.e.- SEO, SMO & Media agencies
- Profitably increase customer acquisition through Search, Affiliate, email and other online channels.
- Grasp diverse business needs of the customers and offer exact solutions.
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Elixir (A GI Group Company)

From (Feb 2013 to April 2013)

Designation: HR Executive (ICT)

Company Profile



Gi Group is one of the world's leading companies providing services for the development of the labour market, operating in the domains of temporary and permanent staffing, search and selection, and also offers a variety of complementary services. At the beginning of 2007, Gi Group

began its international expansion programme, which has so far taken the Group in to more than 20 countries across Europe, Asia and America.

At the end of 2010 Gi Group became a "Global Corporate Member" of Ciett, the International Confederation of Private Employment Agencies. In this role, Gi Group has joined six other human resource multinationals.



In India, Gi Group is one of the founding members of Indian Staffing Federation (ISF).
The

purpose of ISF is to enhance long-term growth of the staffing industry and to ensure its continued ability to make positive contributions to the economy and society. The principal focus of the Federation's activities shall be to strengthen triangular employment relationships.

Job Profile: Recruitments & Resource Management.

Imperative member of the Talent acquisitions team & Resource management team responsible for designing and implementing the whole of the recruitment life cycle for the given manpower requirements within given time frames and managing resources according to their skills set.

Responsibilities:

- Screening the resumes as per client Specification.
- Shortlisting and selecting the suitable candidates.
- Scheduling the Interview and Follow up.
- Client Interaction.
- Maintaining daily report.
- Organized Walk-in Interviews at the Client Place.
- Conducted Technical Tests and 1st round of HR Interviews for Various Clients.
- To handle employee grievances and maintain one to one rapport with employees for better relations.

Lateral Recruitment:

- Managing the Recruitment process to ensure an integrated and clearly communicated effort between sourcing, interviewing, offers, and processing. Partnered with Hiring Managers in meeting Staffing needs.
- Identifying, developing and utilizing traditional and non-traditional methods to source qualified candidates (Employee referrals, consulting agencies, and networking).

Use all methodologies of sourcing like Headhunting, Networking, Employee Referrals, and Internet Sourcing for low cost hiring.

Clients:

- **Wipro Technologies**
 - **Capgemini**
 - **Birla Soft**
 - **Xchanging**
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- **BeyComp IT Solutions From (Mar 2012 to Feb 2013)**

Designation: Technical Recruiter

Company Profile

BeyComp IT Solutions is a company committed to the advancement of Software & Resource Consulting Solutions to growing companies. BeyComp IT Solutions stands for Beyond Comparison for your Enterprise: We manage your Human Resource, you manage your Business. BeyComp is focused solely on enhancing the performance of your organization. We do this by leveraging our very best in talent manpower, tools, and processes of Human Resources.

Our growth and size is based on the values engraved in our business model, we give real importance to our core values to differentiate companies culture from our competitors. This approach provides us a focused methodology to create value for our stakeholders' and reach our ultimate goal irrespective of our size.

Designation: Technical Recruiter

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- Coordinate with outside vendors for sharing the skilled resources and requirements.
- Sourcing, Shortlisting, maintaining and managing reports and other MIS activities.
- Interviewing, Negotiating Compensation and closing the role and finally presenting offers.
- Interacting with the Senior Management and technical delivery teams.
- Developing and maintaining open communication among management, candidates and external recruiting sources.
- Manage Hiring Rush / Walk-in Events.

Clients:

- **Capgemini**
- **Mahindra Satyam**
- **SDG Corporation**
- **TCS**
- **NSN(Nokia Siemens Network)**
- **Accenture**

The following function was done to addition to my job Responsibility Joining

formalities of New Hires

- Take the new recruit through the joining process. Verify the documentation provided by the new recruit.

Employee Relations

- Resolving Employees query on different policy or escalating to concern heads.
- Handling candidate interview Expenses Claim and relocation benefits.

Special Assignments

- **Recruitment process:** Streamline of the recruitment process and suggested measures to restructure it to plug loopholes and to make the system more robust.
- **Market Analysis** to check availability of niche skill sets which are different from the generic skills available in the market...
- **Job Posting & Mass Mailing:** Worked on Job Posting & Mass Mailing for my team
- **Internal Transfer:** Worked on the internal job posting within US Tech Solutions – Noida.

Reports and MIS (Resource Management)

- Responsible for the Joiners & Leavers report, Headcount reports on Monthly & Quarterly basis.
 - Create & maintain detailed skills inventory report.
 - Maintain EDF.
 - Maintain Resource utilization sheet, in coordination with project office to analysis the variances.
 - Maintain Resource allocation-deallocation report on basis of client /projectwise.
- **Allied Consultancy**
From (Jan 2012 to March 2012)

Designation: Trainee Recruiter

Strength:-

- Company Mapping,Networking etc.
- Conduct initial technical rounds

Technologies Handled:-

Sun Technologies - J2EE Architect, Java Programming, Struts, EJB, JSP, JDBC, JMS, Java Beans, Tomcat & Web development etc.

MS Technologies - Dot Net Architects, VC++, MFC, COM, Web Development, Winforms Development etc.

ERP & Standard Applications:

SAP (Large number of Modules), ABAP & Functional consultant (HR, FI/CO, BW, ISU ISO, PRA etc.), Peoplesoft (HRMS, HCM, FSM etc.), Oracle App.

Mechanical Software tool: CAD/CAM, Pro/E, Solidworks, Arc Objects, Map Objects, Smallworld Map Info, Map base etc.

Mainframe - COBOL, CICS, JCL, DB2 etc.

Middleware tools - Cognos, Informatica etc.

Embedded/Telecom - STB, RTOS, SS7, GSM, GPRS, VOIP.

System Admin - UNIX (Sun, HP & IBM), Windows, Information Security Administrator.

Databases - Oracle, SQLServer, Sybase.

Performance Tuning Consultants - Oracle, SQL Server, BMC Patrol, Veritas i3, OEM Configuration -Harvest, VSS, Clearcase admin.

Exceptional technologies: Open Inventor, Open GL, Hyperion, SAP – ISU, ISO, PRA, OSI-PI Historian etc.

Qualification:-

- BCA from Institute of Business Management and Engineering, in 2012.

- GNIT(Diploma in Software Engineering) from NIIT, in2009
- Intermediate from St.Andrews Scots Sr. Sec. School (Delhi), in 2009
- High School from St.Lawrence Convent Sr. Sec. School, in 2007.

Strengths:-

- Hardworking and never say die attitude.
- Adaptive to any kind of situation.
- Determination.