



Kruparth Thumar

Email: kruparththumar@gmail.com

Linkedin: www.linkedin.com/in/kruparththumar

Phone: 9428287500 , 8200029421

Address: Suyash Homes,
Nr. Vandematram Township, Gota,
Ahmedabad - 382481

Objective

Dedicated Business Development professional with nearly 6+ years of experience into generating leads. Adept at developing effective marketing material networking with business decision makers and turning business prospects into buying customers. Innovative thinker who detects more efficient ways of growing company assets by recommending new products, revolutionizing current product offerings, and testing new market approaches.

Work experience

NeoSOFT Technologies

March 2021 - Present

Sr. Business Development Executive

- Develop new business and long-term account opportunities through prospecting and outbound activities.
- Develop, coordinate, and implement marketing plans designed to maintain and increase existing business and capture new opportunities.
- Develop sales presentations, conduct seminars, and participate in meetings with clients and external vendors.
- Complete RFP's and proposals, follow up on submissions and close business.
- Be aware of organizational growth initiatives regarding market and target customer segments, and the company's potential to meet customer needs.

Softweb Solutions

February 2016 – February 2021

Business Development Executive

Consulting in technologies like AI, Machine Learning, IoT, Data Science, Enterprise Mobility, Azure & AWS...

Trending Technologies such as HoloLens, Wearables, AR/VR

- Account Management
- Client Communication
- Negotiating
- Requirement gathering
- Coordinating with technical team
- Closing the deal

iPath Solutions
Business Development Executive

September 2014 – January 2016

- Cultivating relationships with potential clients via business development opportunities such as sales and marketing calls and external meetings.
- Maintaining relationships with existing clients.
- Utilizing marketing platforms and social media to advertise and promote company services.
- Producing sales and marketing reports and delivering findings to the Board of Directors - including number of enquiries, sales revenue, and profitability.

Ascendum Solutions
Process Associate

August 2013 – September 2014

- Ability to establish priorities, work independently and proceed with objectives without supervision.
- Manage everyday work activities and informed supervisor appropriately.
- Coordinate with team members and ensure achievement of all team objectives and goals.

Education

BE - Electronics & Communications
North Maharashtra University

July 2008 – July 2012

Key Skills

- Proficient communications skills
- Team leader
- Budgeting and costing analysis
- Administrative & Problem solving
- Rendering effective service
- Client relation management
- Build marketing strategies
- New Business development
- Market & Positioning Strategy
- Performance Improvement
- **CRM:** *Salesforce, Sugar*
- **Marketing Automation Tools:** *Marketo, Pardot*
- Account Management
- Lead Qualification
- Preparing and executing campaigns
- Webinar
- MS Office

Personal Snippets

- Nationality : Indian
- Date of Birth : 31st December, 1990
- Languages Known : English, Hindi, Gujarati
- Martial Status : Married