



## Dinesh Singare

### Business Development Manager

## CONTACT

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Location: H. No. 2-17-4 ,  
Kadrapad, Panibes, Bezonji Road  
, Jalna 431203 Maharashtra India

## SKILLS:

- Sales and Negotiation
- Strategic Thinking
- Relationship Building
- Market Research and Analysis
- Industry Knowledge

## PROFESSIONAL SUMMARY

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- Dynamic and goal-oriented Senior professional with 10+ years of experience in IT and Business Development, delivering exceptional results by surpassing sales targets and fuelling substantial revenue growth.
- Proven ability to cultivate and foster long-term partnerships by successfully establishing and nurturing key client relationships.
- Demonstrated leadership prowess in building and managing high-performing sales teams, fostering a collaborative environment that drives exceptional results.
- Expertise in strategically positioning cutting-edge solutions, effectively differentiating them from competitors and gaining a significant market advantage.
- Exceptional communication, presentation, and negotiation skills that enable seamless interaction with clients and stakeholders, coupled with a passion for leveraging technology to drive innovation and ensure unparalleled customer satisfaction.

## ROLES AND RESPONSIBILITIES

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### Market Research and Analysis:

- Conduct extensive market research to identify lucrative global business opportunities and gain in-depth insights into clients' specific requirements.
- Stay updated on the latest industry trends, particularly focusing on SEO/SEM concepts, to effectively align services with market demands.

### Client Acquisition and Relationship Building:

- Proactively engage potential clients through strategic sales and marketing calls, leveraging effective communication skills to book meetings and secure successful closures.
- Skillfully manage and coordinate client proposal activities, fostering strong and enduring relationships to ensure client satisfaction and loyalty.

### Business Development Strategy:

- Formulate a comprehensive and results-driven business development strategy, leveraging market insights to identify and capitalize on new business opportunities.
- Collaborate closely with the marketing team, providing support and guidance to drive impactful marketing initiatives, while also delivering training programs to enhance the expertise of marketing executives.

### Contract Negotiation and Deal Closure:

- Demonstrate exceptional negotiation skills during contract discussions with prospective clients, striving for mutually beneficial agreements.
- Display a strong commitment to achieving sales goals, while upholding service quality standards to ensure successful deal closures.

### Industry Networking and Partnerships:

- Actively network with industry professionals and cultivate valuable partnerships with key stakeholders in the IT industry, creating a strong network for potential collaborations and business growth.

### Sales Performance Analysis and Reporting:

- Conduct a comprehensive analysis of sales performance, identifying areas for improvement and implementing strategic measures to drive sales growth.
- Generate insightful reports on sales activities, revenue, and market trends, providing valuable recommendations for optimized sales strategies.
- Efficiently manage and lead the sales team, fostering a high-performance culture to achieve and surpass set targets.

## WORK PROFILE TIMELINE

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## EDUCATIONAL QUALIFICATION:

- 2011 | Post Graduate Diploma in Business Administration (PGDBA-Marketing) | Symbiosis Centre for Distance Learning (SCDL), Pune
- 2011 | Master in Computer Application (MCA) | Sinhgad Institute Of Management (SIOM), Pune
- 2008 | Bachelor Of Computer Application (BCA) | Maulana Azad Educational Trust's, Tom Patrick Inst. Of Computer & Information Technology, Aurangabad
- 2005 | HSC (Maharashtra State Board) | J. E. S. College, Jalna
- 2003 | SSC (Maharashtra State Board) | M. S. Jain School, Jalna

2021

July 2021 - PRESENT | (Freelancing) Fiver, Upwork, freelancing websites

2016

Feb 2016 – June 2021 | Business Development Manager | WebTids

2015

SEP 2015 - DEC 2015 | Business Development Manager | AdTech Solutions LLC (UAE Dubai)

2012

Mar 2012- Mar 2015 | Business Development Manager | Tegasys Solutions, Pune

2011

DEC 2011 – MAR 2012 | Business Development Executive | World Wide Infosoft Services Pvt. Ltd., Pune

2010

DEC 2010 - DEC 2011 | Business Development Executive | Treesha Desire Infotech Solutions Pvt. Ltd., Pune

## PROFESSIONAL TRAINING / CERTIFICATIONS:

- 2014 | Pursuing Certification in Digital Marketing | NMIMS, Mumbai
- 2010 | IBM Certified Associates DB2 9 Fundamentals | IBM, Pune
- 2009 | Certification in Microsoft Visual Basic .NET 2008 | Seed Infotech Pvt. Ltd. , Pune
- 2005 | Certificate In Marketing & Salesmanship | J.E.S. College, Jalna
- 2002 | Elementary Grade Drawing Examination | Government Of Maharashtra

## TECHNICAL SKILLS:

- Business Networking Tools: Linked In, Upwork, Fiverr, Freelancer
- Social Networking Tools: Facebook, Twitter, MySpace, Google Plus+, Meta
- Office Productivity Tools: Microsoft Office, Oracle Open Office, MS Power BI
- Operating Systems: Windows 11
- Database: Oracle 9i, IBM DB2 9
- Programming Languages: Java, Python
- Web Development Tools: HTML, CSS, MS Front Page