







## Irfan Patel

Business Development Executive |  
International Sales



## Personal details

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## Skills

- Business Development & B2B Sales
- Real Estate Transactions & Market Research
- Digital Marketing & Social Media Promotion
- International Sales & Distribution Management
- Client Relationship Management
- Negotiation & Contract Management
- Event Management & Coordination
- Customer Service & Conflict Resolution
- Client Communication & Engagement
- Market Research & Analysis

## Profile

A results-driven and versatile professional with over 10 years of experience spanning sales, business development, international sales, real estate, and customer service. Expert in consultative selling, identifying profitable business opportunities, and negotiating high-value deals. Adept at building strong client relationships through a deep understanding of customer needs, market dynamics, and strategic use of digital marketing. Proven success in driving growth across various industries, including consumer electronics, real estate, and corporate event management. Skilled in managing cross-functional teams, coordinating international logistics, and leveraging digital platforms to expand client bases and boost brand visibility. Demonstrates exceptional negotiation skills, market analysis, and a customer-centric approach to achieving business objectives. Consistently recognized for exceeding performance targets and maintaining high levels of customer satisfaction.

## Education

**H.S.C** 2013  
Maharashtra State Board of Secondary and Higher Secondary Education

## Employment

**Real Estate Agent** Jan 2024 - Present  
Self-Employed, Mumbai, India

- Facilitated property acquisitions and rental transactions, tailoring solutions to clients' needs and budgets.
- Expanded client base through online platforms and social media, effectively advertising properties.
- Conducted market research to identify profitable investment opportunities, providing expert advice to clients.
- Negotiated lease agreements and sales contracts, ensuring favorable terms for clients.
- Maintained consistent communication with clients, offering updates on market trends and property listings.

**International Sales Manager** Apr 2020 - Dec 2023  
SB TECHNOLOGY NY CORP (Dan Technology), Remote (India)

- Built a global distributor, wholesaler, and retailer network for consumer electronics.
- Identified and secured clients via platforms like Google, Instagram, and WhatsApp groups.
- Oversaw the import/export process and managed international sales logistics independently.
- Exceeded revenue targets by negotiating bulk sales deals and expanding the market reach.
- Cultivated and nurtured a robust sales pipeline across diverse markets, including the USA, South America, Africa, Europe, and Asia.
- Orchestrated seamless sales order management, invoicing, and logistics coordination, ensuring prompt product delivery and client satisfaction.

Global Network Building

Sales Contract Negotiation

Market Expansion Strategies

## Languages

English

Hindi

Marathi

## Hobbies

- Football
- Playing online games

**Business Development Executive** **Sep 2018 - Mar 2020**

The Ideas Exchange

- Managed B2B business development for corporate events, trade shows, and summits, connecting businesses and stakeholders.
- Identified new sales opportunities, engaged potential clients, and secured event partnerships.
- Conducted market research and competitor analysis to tailor sales strategies.
- Delivered consistent revenue growth by building strong relationships with clients and sponsors.

**Customer Service Associate** **Sep 2017 - Sep 2018**

Firstsource Solutions

- Addressed customer inquiries and complaints, ensuring prompt and satisfactory resolutions.
- Delivered high-quality service and maintained top performance metrics.
- Contributed to improved customer satisfaction and loyalty through effective communication.
- Provided comprehensive technical support to Sky TV customers, adeptly resolving issues related to TV, broadband, and landline services.
- Demonstrated proficiency in upselling TV packages, broadband plans, and landline services, enhancing customer satisfaction and revenue streams.

**Customer Service Representative** **Jul 2014 - Aug 2017**

Intelenet Global Services

- Provided end-to-end support for customer inquiries across various industries.
- Ensured customer retention by addressing concerns with efficiency and professionalism.
- Maintained accuracy in documentation and compliance with quality standards.
- Provided comprehensive assistance to National Rail customers, offering detailed guidance on train schedules, fare options, and rail card benefits.