

ADITYA SAWANT

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WORK EXPERIENCE

Prontosys IT Services

Senior Business Development Manager

Thane, Maharashtra

Dec 2023 – April 2024

- Developed extensive product knowledge by successfully completing all required training.
- Demonstrated the working of the desired product to the clients at various retail outlets.
- Extensive Cold-Calling to Customers to promote and explore Prontosys as a company.
- Provided the most user-friendly product experience possible to all customers.
- Approached Potential customers and presented about features and benefits of the products to the customers.
- Performed strategic upselling and cross-selling techniques for all the products based on the customer's requirement, resulting in a 30% increase in sales.
- Developed and executed cross-functional customer success plans, collaborating with Technical Team to resolve 95% of escalated issues within a timely manner.
- Successfully closed an average of deals, totaling 4 Lakhs sales.
- Stock, replenish, and organize inventory with accuracy and convenience.
- Provided training to both new hires and other retail establishments, In order to boost sales.
- **Skills:** Product Knowledge · Leads generation · Up-Cross Selling · Referral Marketing · Closing deals · Delivering Technical knowledge of the products · Service Provider Industries.

Novavente (NatunaTech)

Team Lead

Navi Mumbai, Maharashtra

Jan 2023 – Feb 2023

- Leading and managing a team of 4 Business Development Executives, providing guidance, coaching, and mentorship to achieve sales targets and generate High-Quality leads.
- Responsible for developing the sales team, coordinating sales operations and implementing sales techniques that allow the business to meet and surpass its sales targets consistently.
- Collaborated closely with Higher Authorities for Calling Details and gathered insights to develop Tailor-Made Presentations addressing organization's Pain points delivered by the prospects.
- Consistently generated detailed reports for all processes to showcase performance metrics, lead generation, and sales figures during weekly review calls.
- Actively participated in client meetings, wherein our solutions, client pain points, were effectively communicated and which aligned our offerings with the respective organization's goals.
- Actively working with Directors and VP for all new campaigns for each process.
- Reviewing Weekly Calls with the Higher-Ups for each process and provided with the sales figure.
- Discover training needs and providing coaching to fellow BDE's. Creating an inspiring team environment with an open communication culture.
- **Skills:** Team Leadership · B2B Sales · Lead Generation · Strategic Planning · Presentation.

Business Development Executive

Oct 2022 – Jan 2023

- Played the role of a Business Development Executive for Qubicle for B2B clients in Middle East.
- Leveraged the power of CI Data System, Artificial Intelligence (AI) CRM, creating three unique platforms strengthening the core business tool CRM · Website Development · Mobile Application.
- Developed extensive product knowledge to effectively communicate features and benefits to the Targeted Prospects.
- Generated and executed successful business strategies to drive revenue growth through securing 8-10 deals with C-Level Executives during the initial three Quarters of 2023.
- Leveraged Data Mining techniques to analyze prospect interest and preferences, saving the company from potential data loss and identifying key areas for improvement that increased customer retention rates by 20%.
- Leveraged strong communication skills during presentations with Director at Qubicle, resulting in increased trust and partnership opportunities between the Client and the Prospect.

- Employed advanced LinkedIn search capabilities to identify and connect with highly qualified leads, resulting in a 40% increase in lead generation.
- **Skills:** B2B Sales · Cold Calling · Cold Emails · Leads Generation · Data Mining · MS PPT · LinkedIn Marketing

INTERNSHIP

Xentek Secured Pvt Ltd

Mumbai, Maharashtra

Website Designer – IT Engineer Intern

- Having an end-to-end knowledge of Website Designing for implementing plans, UI/UX Designing Knowledge.
- Partnered with the various teams to create more effective work to achieve the asking rate.
- Maintained task follow-ups for clients and working new projects .
- Liaised with other engineers to observe the plans for production of various products.
- **Skills:** · Team Management · UI/UX Design · Website Development · Mobile Application · MS Excel

EDUCATION

B K Birla College

Mumbai, Maharashtra

Master in Business Management Studies

Post-Graduation Date: Aug 2024

C.G.P.A: 8.25

Acharya Institute of Technology

Mumbai, Maharashtra

Diploma in Information Technology

Graduation Date: Nov 2018

C.G.P.A: 8.58

PROJECTS

Hand-on Project Delivered

- ✓ Website Design and Development of Golf Company (USA).
- ✓ Google My Business Profile Listing for well-known company called Foam Insulation, Newyork.
- ✓ CRM Integration on Website – CI Data Storage.

CERTIFICATIONS

- Google: Search Engine Optimization - Google
- Google Project Management Professional Certificate - Coursera.
- Vulnerability Testing Security - Xentek Secured Pvt Ltd.

EXTRA-CURRICULAR ACTIVITIES

- Core member of College Cultural Fest and Technical Fest.
- Represented Company in Google Partner Meet at BKC 2023.
- Second Runner up Winners of D Group Mumbai Cricket Tournament.

SKILLS

MS (Excel · Word · PowerPoint) · AutoCAD · Solidworks · C · Interpersonal skills · Effective communication · Critical thinking · Outcome focused individual · Ability to positively influence and negotiate

INTERESTS

· Riding · Reading · Travelling · Films & TV · Sports · Trekking

Declaration: All the above information is correct up to my knowledge and I bear the responsibility of the correctness.

Place:

Date:

Aditya Sawant