

Jayant Abhishek

Business Development Manager at PandaJe WebWorld

jayantabhishek08@gmail.com

Summary

I believe that when you help people with their smaller problems (i.e. by sharing relevant and valuable content across the platforms and channels they engage with) they will most likely reach out to you when they have a bigger issue and probably much sooner in their decision process.

Over the past 4+ years I have enjoyed a successful career in Business Development. During this time I have assisted organizations with their business and technology issues and reaching their objectives.

During my Business Development career I have demonstrated a proven ability to maximize revenue and drive optimal profit margins, enhance market share, launch new products/services and develop beneficial solutions for small, medium sized companies and key corporate clients.

My Sales and Business Development roles have spanned across Information Technology, Management Consulting, Website Development and Social Media sectors.

I continue to integrate the best practices I've learned through during my Business Development career with the progressive opportunities provided by Inbound/Outbound Marketing, Social Selling, Social Media and Social Networking.

My primary focus areas with my clients: (1) Creating Awareness (2) Lead Generation (3) Prospect Development (4) Client Retention and (5) Conversion

I understand the strategic importance and value of integrating a Business Development approach that includes proven and successful methodologies. These Business Development methodologies include Inbound/Outbound Marketing, along with effective Social Media and Social Networking strategies.

Experience

Business Development Manager at PandaJe WebWorld

April 2014 - Present (2 months)

I provide Web Site Design, Development and Production Services, Web Hosting, Open Source Content Management Systems Consultation Services.

I have produced Web pages for clients using Joomla, WordPress, Drupal, Magento, Moodle, LAMP Stack, PHP, MySQL, Javascript, HTML5, Cold Fusion Markup, Active Server Page, MS SQL, Jscript and VB Script.

Performed Internet research for clients. Sold domain registration services and web site hosting accounts.

Developed and Marketed Affiliate Marketing Programs.

Provide Process Training.Maintaining SLA with clients. Monitoring Team Sales target..

2 recommendations available upon request

Sr. Consultant at Branddirect FZ LLC

July 2013 - March 2014 (9 months)

I have been involved into many campaigns while my Association with BrandDirect.

Preferably managed all Lead Generation Campaigns for Clients like Equininx, Sea Trade, Cortra, ISNR on behalf of Company.

Market Research, Data Mining, Client Retention and New Client Acquisition, Brand Endorsement, Business Development were my core areas.

Online Marketing Executive at AlwaysOnVacation

July 2012 - June 2013 (1 year)

Responsible for acquiring Vacation Rental properties from all over the globe and adding them onto the Companies website.

E-Business Executive at InfoPro India Pvt. Ltd.

January 2008 - August 2008 (8 months)

For over a decade Infopro worldwide have developed websites and applications for our clients worldwide – and to their delight! Some were completed within one day, while some spanned two years with a team as large as 200 developers. And our clients have appreciated our ability to live up to the challenges their businesses demanded

Process Associate at NIIT SmartServe

July 2007 - January 2008 (7 months)

Certifications

TOEFL

Test of English as a Foreign Language (TOEFL) April 2012

Advance Diploma in Computer Applications and Programming

Jharkhand Educational Council July 2007

Skills & Expertise

Management Consulting

Business Analysis

Business Intelligence

CRM

Project Management

Business Development

Requirements Analysis

Pre-sales

Business Analytics

Software Project Management

ERP

Vendor Management

Project Portfolio Management

Consulting

Business Process

Lead Generation

Strategy

Online Marketing

Education

Sikkim Manipal University - Distance Education

Master of Business Administration (M.B.A.), Business, Management, Marketing, and Related Support Services, 2014 - 2016

Al Falah School Of Engineering And Technology

Bachelor of Technology (B.Tech.), Electrical, Electronics and Communications Engineering, 2008 - 2012
Activities and Societies: University Badminton Team Player,

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2 people have recommended Jayant

"During my brief association with Abhishek, I have found him to be extremely helpful and cooperative. He is highly responsive and is very hard working. He has the right attitude to be successful at the highest level. He is an excellent Sales person with a keen eye for details and insights. He is equally at ease in implementation as well as strategist."

— **Varun Arora**, *Sr. Business Developer, PandaJe Group llc*, worked directly with Jayant at PandaJe WebWorld

"Abhishek is a dedicated professional always willing to help others achieve their goals. Abhishek was an inspiration to everyone in his department at PandaJe Group. Abhishek is on top of his game and there is nobody that he wouldn't help. Being into Business Development, his best attribute is he can talk, talk and talk like forever...At the end of it the prospect better get convinced!!! You will only be proud to have Abhishek on your team"

— **ROHIT DHANAI**, *Business Developer, PandaJe Group*, worked directly with Jayant at PandaJe WebWorld

[Contact Jayant on LinkedIn](#)