



Manish Kumar

Business Development Manager

AREAS OF EXPERTISE

Forward planning

Project management

Driving performance

Spotting business opportunities

Implementing plans

Proficient communicator

Mobile marketing

Market intelligence

Customer Focus

PROFESSIONAL

MBA

B.TECH

Digital Marketing

PERSONAL SKILLS

Entrepreneurial spirit

Persuasive & articulate

Relationship development

Influencing skills

PERSONAL DETAILS

*Manish Kumar
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Driving license: Yes
Nationality: Indian*

PERSONAL STATEMENT

I am experienced and talented business development manager who has the motivation and right skill sets needed to ensure targets are met and everything gets done on time and to budget. I am highly organized, ambitious, driven and possesses the capability to develop maximum sales and profitability. Having superb communication skills mean that I am more than able to build a profitable relationship with customers and key decision makers alike. I am someone who goes out and gets what he wants rather than waiting for it to be brought to him. Right now I am looking for a suitable position with a company that employs smart people and offers its staff great opportunities to learn, grow and succeed and hard work.

CAREER HISTORY

IT Company – MD Infosystems Pvt. Ltd.

Business Development Manager January 2015 - Present

Responsible for developing and maintaining commercially productive relationships with both new and old clients. Also in charge of identifying every sales lead and of making the most out of every opportunity to increase revenue and profitability.

Duties:

- Promote the company brand to key buyers, ensuring their knowledge is current and appropriate.
- Generating new business both in face to face meetings and over the phone.
- Writing up concise, value-based sales proposals.
- Replying to all customer enquiries in a timely and accurate manner.
- Writing up sales reports, activity reports and revenue forecasts.
- Completing all documentation and administrative records, fully and accurately.
- Developing and maintaining a database of all contacts.

IT Company – MD Infosystems Pvt. Ltd.

Software Engineer July 2012 – March 2015

Duties:

- Designs, develops and enhances web-based features and infrastructure according to user needs and business requirements.
- Writes source codes for specific web-based applications and modifies existing codes for application enhancement.
- Participates in testing and validation procedures to ensure the high quality and smooth operation of all web applications.
- Assists in developing successful applications for the Internet and performing related testing.
- Follows the established change control process to ensure the performance of emergency repair and maintenance.

IT Company – Steller Edge Solution

Trainee Software Engineer Dec 2011 – may 2012

ACADEMIC QUALIFICATIONS

Mahatma Gandhi University 2013 - 2015

MBA (IT + Finance)

GIMET Amritsar 2008 - 2012

B.Tech (IT)

