Contact

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Top Skills

Sales

Customer Relationship Management (CRM)

Business Analysis

Aniket Mardiya

Business Development Manager at The PixelBunny

Ahmedabad

Summary

I got into sales because I love building strong relationship and helping Companies do more with their technology investments. Helping people achieve better results is a passion of mine. Will provide the supreme cost and time frame for the work done. Looking for a desert size long-term relationship for vast future growth.

Will provide the best quality and accurate work to accomplish expectations from work.

Experience

The PixelBunny
Business Development Manager
October 2020 - Present (2 months)
Ahmedabad, Gujarat, India

• Contacting potential clients to establish rapport and arrange meetings.

• Managing both our existing sales pipeline and developing new business opportunities.

• Planning and overseeing new marketing initiatives.

• Researching organizations and individuals to find new opportunities.

• Increasing the value of current customers while attracting new ones.

• Finding and developing new markets and improving sales.

• Attending conferences, meetings, and industry events.

• Developing quotes and proposals for clients.

• Developing goals for the development team and business growth and ensuring they are met.

• Training personnel and helping team members develop their skills.

• Take a lead role in the development of proposals and presentations for new business materials to create and nurture business opportunities and partnerships

• Identify trends and customer needs, building a short/medium/long-term sales pipeline in accordance with targets

• Develop strategies and positions by analysing new venture integration

• Assist in the coordination and implementation of marketing strategies, and delegate tasks that achieve strategic goals
• Motivate the team, track performance, and report metrics

Education

H. L. College of Commerce

Bachelor of Commerce - BCom, Business/Commerce, General · (2017 - 2020)