

Contact

7276727620 (Home)
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Top Skills

Business Development
International Business Development
Project Bidding

Languages

English (Full Professional)
Hindi (Full Professional)
Marathi (Full Professional)

Certifications

Software Testing

Manish Thokare

IT Business Development Consultant Mob/Whatsapp: (+91)
7276727620

Pune, Maharashtra, India

Summary

A confident, highly driven Post graduate with practical hands-on customer service and IT business development. Excellent Market Research skills in the information technology and services industry. possessing a vision to analyze business issues, making profitable business judgments, developing business plans and activities to facilitate growth and profitability. Commendable experience in handling key accounts of valued clients, successfully meeting large revenue targets thereby contributing to the growth of the company.

Summary of Skills:

- IT Software Lead generation, Handling Gov-Tendering, Up-work, Guru, Freelancer, Staff Augmentation, Managed services.
- Skilled in working on scheduling software and customer relationship management applications.
- Ability to make decisions and solve problems.
- Strong multi-tasking ability and organizational skills.
- Remarkable analytical and report-drafting skills.
- Comfortable in working with the top management, staff and workers
- Working primarily with the sales and marketing departments.

Identifying new sales leads

- Maintaining fruitful relationships with existing customers
- Pitching products and/or services, Research and identify new market opportunities.
- Answering potential client questions and follow-up call questions.
- Maintaining sales funnel in CRM (PipeDrive)
- Cold calling; making multiple outbound calls to potential clients
- Understanding client needs and offering solutions and support
- Meeting or exceeding annual sales goals.
- Meeting all quotas for cold, active, inactive calls, appointments, and interviews
- Collaborating with management on sales goals, planning, and forecasting

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Warm Regards,
Manish Thokare (Business Development).
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Skype Id: manish.thokare

Experience

IT Company
Business Development
November 2018 - Present
Pune Area, India

Sencio Technologies
Business Development Consultant/Head
February 2018 - October 2018 (9 months)
Pune

Analyze business issues, making profitable business judgments, developing business plans and activities to facilitate growth and profitability. Commendable experience in handling key accounts of valued clients, successfully meeting large revenue targets thereby contributing the growth of the company.

Manage Sales and Marketing Transformation Initiatives

- Process Enhancement
- Change Strategy
- Commercialization Project Manager for Innovative IT Products.
- Worked with both domestic and offshore development.
- Created and gave presentations to Executive Level Leadership
- Managed multiple projects at the same time See less

Stuba
Operation Executive
July 2016 - January 2018 (1 year 7 months)
Pune Area, India

RoomsXML Solutions Limited owns and operates an accommodation distribution system for travel companies. Its platform allows travel agents to search, select, and book hotel rooms and apartments in various destinations worldwide.

The company was incorporated in 2010 and is based in Pune, India with offices internationally. I Handled Back-office, Room type Mapping as well as Comparing Competitors Websites, Internal team management.

Concentrix

Operations Specialist

November 2014 - January 2016 (1 year 3 months)

Pune Area, India

I was Responsible to Handle Email & Call for E-commerce (Amazon.com and Amazon. in) online shopping Website.

Education

ASM Group of Institutes

Post Graduate in MCS (Master Of Computer Science) , Computer Science · (2012 - 2014)

Vivekanand Arts, Sardar Dalip Singh Commerce & Science College

Bachelor Degree in BCS, Computer Science · (2009 - 2012)

A. P. Patil HighSchool / JR. College Mehkar Dist Buldhana

HSC, Science · (2007 - 2009)

MES HighSchool Tq. Mehkar Dist. Buldhana

SSC · (2006 - 2007)