

AMULKUMAR VAYA

BUSINESS DEVELOPMENT MANAGER

PHONE | (+91) 9664847305
EMAIL | amulvaya1206@gmail.com
LOCATION | Udaipur, INDIA
EXPERIENCE | 11 Years 0 Month

Key Skills

- Team Management
- New Client Acquisition
- Sales Strategy
- Business Development
- Sales
- Software Marketing
- New Business Development
- Sales Planning
- B2B Business Development
- Sales Cycle Management
- Networking
- Relationship Building
- Presentation Skills

Certification

- MBA In Marketing

Languages

- English
- Hindi
- Marathi

Social links

Profile Summary

A results-driven sales professional with 12 years of experience in driving revenue growth and building strong client relationships, actively seeking new career opportunities. Specializing in selling software solutions, enterprise software, and custom development services to clients across diverse industries. Skilled at understanding client needs, presenting tailored software solutions, and closing complex deals to meet both customer requirements and business objectives. With a solid understanding of software development processes, I effectively communicate technical concepts to non-technical clients, ensuring they grasp the full value of the solutions offered. Adept in lead generation, client relationship building, and negotiating contracts to drive revenue and long-term partnerships.

Work Experience

Business Development Manager

Pentagon System and Services

01/2014 - Present

A results-driven Sales Professional with 11 years of experience in IT sales. Adept at identifying new business opportunities, building strong relationships with clients, and closing high-value deals, I have consistently exceeded sales targets and contributed to company success.

Sales Executive

Affix Center

01/2012 - 01/2014

A dynamic and results-oriented Software Development Sales professional. Specializing in selling software solutions, enterprise software, and custom development services to clients across

- <https://www.linkedin.com/in/a-mul-vaya-8006233a/>

diverse industries. Skilled at understanding client needs, presenting tailored software solutions, and closing complex deals to meet both customer requirements and business objectives.

Education

■ MBA/PGDM - Marketing

2020

Welingkar Institute of Management Development and Research

Grade - 65%

■ BcsIT - it

2013

Mumbai University

Grade - 8/10