

CURRICULUMVITAE

ANIKETH MORE

102-1st floor, New Himgiri Apt,
Kharigaon, B.P.Road,
Bhayander (E), Thane - 401105

E-mail: aniketh1075@gmail.com

Contact No: (M) 8898609848

Date of Birth: 10th February, 1989

OBJECTIVE:

To work in an organization where I can use my best of knowledge and skill, and add value to the organization.

SUMMARY:

- **Qualification:** Bachelor in Commerce.
- **Institute:** Shankar Narayan College, Bhayandar.
- **University:** Mumbai University.
- Ability to work independently.
- Good leadership, operational, communicational and analytical skill.

ACADEMIC QUALIFICATION:

Degree	Year of passing	University / Board	Class
B Com	2009	Mumbai University	2 nd Class
H.S.C. (XII)	2006	Maharashtra Board	2 nd Class
S.S.C. (X)	2004	Maharashtra Board	2 nd Class

PERSONAL DETAILS:

Fathers Name:	Ashok More	Marital Status:	Married
Date of Birth:	10 th February, 1989	Nationality:	Indian
Languages Known:	English, Hindi, Marathi	Sex:	Male

WORK EXPERIENCE:

- Currently Working with **“Pegasus Infocorp Pvt. Ltd”** as a **Business Development Manager (May 2019 to Till Date)**
- Worked with **“Parth Infotech Solutions Pvt. Ltd.”** as a **Business Development Manager (April 2018 to May 2019)**
- Worked with **“Sassy Infotech Pvt. Ltd.”** as a **Business Development Manager (May 2017 to Nov 17)**
- Worked with **“NeoSOFT Technologies.”** as a **Business Development Manager (Apr 2015 to Mar 2017)**
- Worked with **“Cybertron Infotech Solutions.”** as an **‘IT Sales Manager’ (Mar 2012 to Apr 2015)**

ROLES & RESPONSIBILITIES AT PEGASUS INFOCORP PVT. LTD.

Focused towards Account Development, Business growth & Strategies, Catering to Client needs, Building strong business Relationships, and IT Staffing (C2H).

- Built Network & pool of valued IT resources.
- Headhunting
- Researching
- Key Account Management
- Market Intelligence
- B2B services sales and Client Acquisition.
- Experience in Business Development for Resource IT-Staffing (Contract/Contract 2 Hire)
- Dealing with IT companies for providing IT-Resources and Staffing services.
- Responsible mainly for Business Development & End-to-End client account management for Contract/full time resource requirements.
- Tier1/Tier2 Client account management.
- Handling the entire hiring cycle like Coordinating with Clients from scheduling interviews, selection and making offers till the offered candidates get on the board
- Understanding client requirement and accordingly suggesting the right product/Business processes
- Closure/Negotiating with prospects
- Responding to leads generated through channel partners, Social media etc.

ROLES & RESPONSIBILITIES AT PARTH INFOTECHSOLUTIONS

- Working on Sales & Marketing for all SAP Business One solutions and Spine HR & Spine Payroll across PAN India
- Actively Support customer engagement sales cycles in promoting SAP Business One solutions, Spine HR & Spine Payroll articulating functional fit and presenting the value proposition
- Active Participation and Involvement in strategic business initiatives of development and implementation of business plan and marketing plan
- Lead the process of discovering prospect's business requirements, needs, pain points and expected business outcomes
- Preparing presentation decks for service offerings and assisting sales teams
- Preparing proposals and proposing solutions to RFI's, RFQ's, RFP's-Solution Approach, Resource estimation & Deployment Plan
- Associated with Marketing and Sales professionals to develop and implement effective marketing plans

ROLES & RESPONSIBILITIES AT SASSY INFOTECH

Working towards Digital Transformation of the different vertical companies. Handling huge - large - big - small project as and technology expertise like Open Source Web, Mobile Application.

Helping clients to build cost effective yet customer effective solution with best technology solutions. We undertake following activities.

- Requirement Understanding
- Solution Framing
- Proposal
- Digital Marketing Strategy
- I do work from client's perspective within the company itself to create WIN - WIN situations
- Team Handling (Local & International Clients)
- Spearheading entire sales operations into different verticals like Mobile applications, web solutions, MS-Dynamics CRM/Nav etc.
- Handling sales division and annual targets
- Planning budgets and annual forecasts
- Interfacing with key influences among senior level prospects
- Evaluating cost estimations & quotations
- Contract negotiations & closures
- Proven working experience as a business development manager, sales executive or a Relevant role.

ROLES & RESPONSIBILITIES AT NEOSOFT TECHNOLOGIES:

- Promote the company brand to key buyers, ensuring their knowledge is current and appropriate
- Build business in new markets and areas
- IT literate and proficient in MS Word, Excel, PowerPoint and Outlook
- Ability to win and retain long-term high quality clients as well as recurring business
- 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
- Arranging and then giving online demonstrations
- Managing sales pipeline and closing business
- Making a high number of daily outbound calls to prospective new clients.

ROLES & RESPONSIBILITIES AT CYBERTRON INFOTECH SOLUTIONS

- Be in charge of running and managing the team daily
- Set targets for all other executives to meet up with
- Schedule and organize shift patterns for other team members to ensure that customers are never left unattended to
- Understand all organization's products, services, procedures and guidelines and communicate same to all team members
- Facilitate and organize training session for all executive and participate in recruitment of new executives
- Recommend and purchase gadgets to enhance job performance at the call center
- Conduct regular review of all call center agents performance and organize training sessions for under performers
- Providing help and advice to customers using your organisation's services
- Communicating courteously with customers by telephone, email, letter
- Investigating and solving customers' problems
- Handling customer complaints or any major incidents
- Issuing refunds or compensation to customers
- Keeping accurate records of discussions or correspondence with customers

OTHER TECHNICAL SKILLS:

Operating Systems: WINDOWS XP, WINDOWS 7, WINDOWS 8, Linux, IOS, Android.

Tools: MS Office, MS Excel, MS Power point, Basic Photoshop & MS Outlook

MS Excel: Creating Sales Report, Creating Estimation & Quotation Document, Creating Product Feature Listing, Maintaining Customer Database.

MS Word: Presenting Company Portfolio, Presenting Product portfolio, Presenting Client Product portfolio, Presenting Work Flow, Designing Proposals.

Other: Computer basics and Computer hardware & Web services (e.g. CMS, E-Com).

Projects worked: PHP, IOS (Phone Gap / Native), and MEAN Stack. SEO, SMO, Google Ad words.

ACHIEVEMENTS:

- Won prizes in personality contest and at other cultural events (Dance & Fashion Show).
- Won 2nd prize at Cricket tournament organised at our school and was declared as the best bowler for my outstanding bowling performance.

HOBBIES:

- Playing Cricket.
- Listening Music.

I hereby declare that all the information provided by me in this application is factual and correct to the best of my knowledge and belief.

Place: Mumbai
Date:

Aniketh More