

SAGAR AWACHAT

BUSINESS DEVELOPMENT EXECUTIVE

PROFILE

I have about 2+ years of combined experience in market research, business development, inbound and outbound corporate sales.

I am inclined towards Strategic Planning, Relation Management and Revenue generation for the organization.

Target oriented and experienced in full-fledged sales cycle of Enterprise IT solution services in India, APAC, USA and Middle East.

CONTACT

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[+91 820-817-1088](tel:+918208171088)

EMAIL:
sagarawachat1@gmail.com

ACHIEVEMENTS

Cultural Head - Student Body Council '17
Rank 4 Go-Kart Racing NKRC SE04 '16

SKILLS

Corporate sales
Relationship management
Strategic planning
Leadership
Networking Skills
Advanced Excel
Analytical skills
Good understanding of IT Technologies

PERSONAL SUMMARY

WORK EXPERIENCE

UnionSys Technologies, Pune, Maharashtra.

Business Development Executive

Apr 2019 – Sep 2020

Experienced sales professional with background of B2B corporate sales. Overseeing the sales process to attract new clients for enterprise IT solutions services in technologies including Oracle, SAP, Big Data, Salesforce, Adobe, Data Science, Machine Learning (ML) etc.

Carrying out research and identifying potential leaders in MNCs and acquiring the clients in India, APAC, USA and Middle East regions.

Understanding the technologies – SAP, Oracle, Microsoft, Data Science, Adobe etc so as to cater to the client's demands.

Responsible for end-to-end full-fledged sales cycle including generating own leads, cold calling, regular communication, negotiations and closing the deal.

Driving client satisfaction and to meet or exceed revenue expectations.

Cultivating fruitful relationship with clients by having communications and regular follow ups through calls and emails for steady flow of requirements in the sales pipeline and enterprise marketing.

Lead generation with the help of tools like LinkedIn, Dux-Soup etc.

Carrying out inbound and outbound sales in APAC, US, India and Middle East regions via meetings, cold calling, emails and other tools.

Maintaining SLAs and tracking them through CRM.

Preparing agreements, proposals, reports, dashboards, RFPs, presentation. Training and handling team of 4-5 people.

Facile Services Pvt Ltd, Pune, Maharashtra.

Research Analyst.

Aug 2018 –Mar 2019

Performing qualitative and quantitative market research by understanding needs of the client.

Working closely with the client to understand and help to fulfill their demand. Carrying out extensive process of data extraction, scrapping, clean-up, data validation and analysis with the help of tools like Hoovers, InsideView, Data extractor etc.

Lead generations through tools like LinkedIn Navigator, Dux Soup etc.

Documenting the data and research procedures.

Creating detailed reports, dashboards and white papers.

HOBBIES

Swimming (Represented college in the University Sports).
Occasional reading.

PERSONAL DETAILS

Languages known: English, Hindi & Marathi.

Date of birth: 17-02-1996

Marital Status: Bachelor

Address: 76, Shrihari Nagar No 2,
Manewada road,
Nagpur – 440027,
Maharashtra, India.

EDUCATION

Dr. BabaSaheb Ambedkar College of Engg. & Research, Nagpur.

2013 - 2017

Completed B.E. from Dr. BabaSaheb Ambedkar College of Engineering and Research (RTMNU) in Mechanical Engineering with a score of 6.95 CGPA

Dharampeth M P Deo Memorial Science College.

2011 - 2013

Passed higher secondary from Dharampeth M P Deo Memorial Science College, (Maharashtra State Board) in year 2013 With 62.67 %.

Tip Top Convent, Nagpur.

2010 - 2011

Passed high school from Tip Top Convent (Maharashtra State Board) in year 2011 with 88.91 %.