Curriculum vitae

Palak Patel
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Objective:

A dynamic professional with a successful track record in Business Development Management, leveraging [7+] years of experience to drive business growth, foster strategic partnerships, and deliver successful projects.

Professional Experience:

Business Development Consultant [We Do Web Apps, Ahmedabad] [Aug 203 – till date]

- Identified and developed new business opportunities, resulting in a [percentage/increase] increase in revenue within [specific timeframe].
- Cultivated and maintained strong relationships with clients, negotiating contracts and agreements to achieve mutually beneficial outcomes.
- Conducted market research and analysis to identify market trends, customer needs, and competitive landscape, guiding business strategies.
- Collaborated with cross-functional teams to develop tailored solutions that met client requirements and exceeded expectations.
- Led the development and execution of strategic business plans to expand the company's market presence and drive growth.

Business Development Associate [Peafowlsoft PVT LTD, Gandhinagar] [Jun 2021 - Aug 2023]

- Lead Generation: Generate leads via cold calling, email campaigns, and social media outreach, maintaining a robust client pipeline.
- Client Acquisition: Identify and pursue opportunities to acquire new clients, conducting sales presentations and negotiations.
- Relationship Building: Foster strong relationships with existing and potential clients, understanding their needs and positioning the company's IT solutions effectively.

Remote Frontend Developer [RAINY SUN ON CLOUD LIMITED, London] [Aug 2020 - May 2021]

Roles & Responsibility: -

My responsibilities revolved Website Design based on Salesforce, I am taking care of all kind of designing and functionality customization at frontend.

Business Executive & Frontend Developer [Freelance] [Jun 2016 - Aug 2020]

Roles & Responsibility: -

I may work with a variety of clients in this capacity while providing freelancing services in business, software, website, and application development. This service package also includes technical solutions, technical support, and agile project management. Backend and frontend application and website development are also included. I get to work on various projects using a variety of technologies.

During Consulting I have working chance with Technology like .Net Core, .Net MVC, Angular, PHP, WordPress, Laravel, Magneto, Shopify, Salesforce, React Js, Android, iOS.

Jr.Php Developer [We Do Web Apps, Ahmedabad] [Sep 2015 - May 2016]Roles

& Responsibility: -
This role allows me working with a range of clients offering Web Development services. Services including backend & frontend Website. This role gives me the opportunity to work on different projects across PHP & WordPress Development.

Education: I have completed my Computer Engineering from Gujarat Technology University in 2015.

Skills:

- Business Development and Sales Strategies
- Relationship Building and Client Management
- Market Research and Analysis
- Team Leadership and Management
- Communication and Presentation Skills

Declaration :

I hereby declare that all the details furnished above are true and correct to the best of my knowledge.If given a chance, I shall be willing to give dedication, reliability and enthusiasm in my work to the organization for the growth of it.

Palak