

Deepak Raj

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Experienced Business Development Executive with a demonstrated history of working in the management consulting Industry. Skilled in Sales, Business Development, and Market Research. Strong business development professional.

CAREER OBJECTIVE:

Prove to be an asset by playing a major role in the prosperity of the organization and growth of oneself. Always strive to do very best to evaluate success in order to live up to the standards set by the management.

Professional Synopsis:

- Proactive professional with 10+ Years of experience.
- Can work independently and have the ability to meet tight deadlines, work under pressure and creative problem solver.
- Excellent communication, interpersonal and presentation skills
- Good hands on Experience on Microsoft Business office tools Functional, MS Outlook, Ms Excel etc.

Domain Experience:

FutureBridge (Formerly Cheers Interactive)

Business Development Executive

12/2016 – Present

Mumbai

FutureBridge uniquely, we combine research, advisory and technology adoption to provide the active insights that drive the growth of global organizations seeking or being challenged by change. FutureBridge deliver on-demand, pro-active, strategic, tactical and executional insights on evolving technologies and markets.

Consultative engagements with CXO's & leaders in R & D, Strategy, Innovation & Technology largely dealing with fortune 500 firms across the Europe & Nordics markets for research, advisory and technology adoption services. Identify business areas where we could leverage our expertise for a mutually beneficial client relationship model. Understand the market and competitive intelligence needs of client's in-order for them to stay competitive. Provide consultative service to clients in their areas of interest and challenge areas.

Blueware Pvt. Ltd.

Business Development Manger

10/2015 – 12/2016

Pune

System Integrator for Security Systems:

Responsible for sales-revenue generation. Conduct Market Research and prepared sales strategy for promoting products according to latest market status/trend and product features. Maintain Close working relationships with both existing and new customers. Monitored sales targets and motivated sales teams to achieve the firm goals. Monitored Customer satisfaction addressed issues and provides solution. Worked with the firm management to develop sales strategy and lead programs based on customer feedback and company vision.

XDBS

Sr. Demand Generation Executive

11/2013 – 07/2015

Pune

XDBS is a growing business information services company. Provides services in the areas of data, research & demand generation, lead generation. XDBS brings decades of experience in business-to-business (B2B) sales,

telemarketing, direct marketing, campaign management and database marketing. We have the experience of creating demand generation & information plans for small & mid-sized IT companies.

Responsible for Generating new Leads. Main focus is to deliver ROLE-based decision maker contact lists that form the foundation of focused and targeted lead generation efforts. We serve all technology companies Located in US and Canada. Doing Industry/Market research (web research) and finding the potential leads for the clients. Web Research, Business Development, Pre-Sales & Sales, Lead Generation, Tele-Sales, Data Base Creation etc.

Entrepreneur

CCTv- Business

02/2010 – 09/2013

Bangalore

Turn Key Projects of security system for any building or premises, which includes IP Surveillance, Access Control, Biometric Solutions, Anti-theft Management, Wire/Wireless Networking, Announcement Management etc.

Orange Properties

Sales Officer

12/2007 – 11/2010

Bangalore

Responsible for the complete end to end sales process. Handled Sales enquiries and CRM for the high end Luxury Projects, responsible for strategic analysis, market study and projections of the market. Attending expos and property fair representing the projects. Maintaining a professional rapport and extended relationship with the NRI clients & Investors. Periodic Visit to other properties to understand the sustainability of the market & to analyse different sales procedures handled.

Citi Group Global Services Ltd

Process Associate

08/2006 – 10/2007

Bangalore

Responsible for the overall collection achievement an exit rate of 44% both core and restructure accounts for Metro and Non metro. To meet and exceed corporate goals for eliminating loan delinquency, delegate and balance workloads to quickly conclude past due loan situations or to refer default loans to the loss mitigation unit Research and resolve complicated Issues, pertaining to credit card Payments. Determined best legal courses of action and estimated probability of successful recoveries by conferring with attorneys for collections conflict resolution.

Honours & Activities:

Career edge program from NIIT

Certificate on Brilliant Idea's Campaign at Citi Group Global Services

Educational Qualification:

Bachelor of Commerce, Bangalore University

Skills & Strengths:

Self-Motivator

Leadership

Problem-solving & decision making

Personal Details:

Date of Birth: 12th Nov 1986

Marital Status: Married

Languages Known: English, Hindi, Kannada, Telugu, Tamil, Bengali and Marathi

Deepak Raj