

☐ +917838171258
☐ yogesh095@gmail.com
☐ French Apartments, Sector 16B,
Greater, Noida, India, IN, 201306

Yogesh Kumar

11+ Years Of Experience in B2B IT Services Sales

SUMMARY

Efficient and effective business development professional with over 11+ years of experience in IT software and Experiential Technology and Managing Business, Professional, and Corporate accounts. Exceeded sales goals by more than 15% each quarter. Seeking advanced technology learning and selling opportunities.

PROFESSIONAL QUALIFICATION

B-Tech (Information Technology)

Jul '05 - Aug '09

Gautam Buddh Technical University

Lucknow

KEY SKILLS

AI Virtual Reality Augmented Reality Mobile app Lead Generation Proposal Writing Cold Calling
Agreement Writing Sales Negotiation Deal Closure Payment Collection Technology Consultation

WORK EXPERIENCE

Sr. Business Development Manage

Oct '21 – Mar-'22

Mobcoder Technologies. Pvt. Ltd.

Noida

- Qualifying the leads based on client requirements & budget.
- Working closely with presales team to get final effort estimate.
- Sharing Business proposal & Agreement to final close the business deal.
- Project kickoff team meeting with client.
- Advance & final payment follow-up.
- Handling sales related to **Mobile app, AI, ML, AR & VR etc.**
- Handling clients form different geography like **US, UK, Canada, UAE.**

Sr. Business Development Manager

May '20 - Sep-'21

Quy Technology Pvt. Ltd.

Gurgram

- Created lead generation process for the team of 4 business executive (Outbound).
- **Handling inbound and outbound sales enquiry and converting into sales closure.**
- Handling sales related to **Mobile app, AR & VR app.**
- Handling clients form different geography like **US, UK, Canada, UAE.**
- Connect with internal **presales team for project effort estimate**
- **Proposal & Agreement Writing, Cost negotiation & Project Kickoff.**

Business Development Manager

Feb '18 - Aug '20

Tagbin Services Pvt Ltd

Gurgram

- **120% target achieved by selling the advanced experiential technology to Corporate & Media brands in both domestic and international markets.**
- Managed sales process, right from identifying new business opportunities to conceptualize the solutions with closure
- Coordination with senior management & commercial writing, Deal closure, and final payment collection from client.
- Handled a team of 20 people

Sr. Executive BD & Sales

Apr '16 - Jan '18

Smartvizx Pvt Ltd

Noida

- ♦ **150% target achieved in 2 years from AEC industry by selling web, mobile, and desktop applications.**
- ♦ Demo presentation of advanced technology like Virtual Reality using web, mobile & desktop.
- ♦ Proposal Writing, client demo, project management, and deal closure.
- ♦ Handled a team of 8 people.

Marketing Executive

Oct '14 - Mar '16

Essel Shyam Comm Limited

Noida

- ♦ **Archived 97% target by selling satellite services in the overseas market from Singapore, Hong Kong, Israel, etc.**
- ♦ Project planning & coordination with the onsite operation team.
- ♦ Participation in satellite exhibitions. 10 people team handling.
- ♦ Proposal writing, client meeting & deal closure, and final payment collections.

Business Development Executive

Feb '11 - Oct '14

Birlasoft India Limited

Noida

- ♦ **Contributed 23% growth in revenue by providing the 100-120 qualified sales lead in each quarter from the US market.**
- ♦ Worked in both business vertical (BFS & MFG) as well as Horizontal/ Technology Group) leaders to identify target accounts.
- ♦ Generate leads and arrange meetings for onshore sales teams through multi-channel contact (telephone, email, etc.)
- ♦ Aggressive prospecting & cold calling within the target market.
- ♦ Account development, managing inbound lead pipeline within territory/ accounts.
- ♦ Drive inbound and outbound opportunities to revenue closure with the sales team.