

Contact

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Top Skills

Sales & Marketing
International Business
Business Analytics

Languages

English
Hindi

Certifications

Dot Net

Ravinder Nagar

Business Development Manager at Infoventive Technologies
Greater Brisbane Area

Summary

Exceptional Project Manager and outstanding performer in Project Management and Co-ordination with an overall experience of more than 9 years. Proven success in leadership, operational excellence and directing change management initiatives requiring fast-paced execution. Effectively involved in Product Testing, Management and development of new Business Opportunities. A results-driven individual who uses strong analytic abilities to evaluate end to end customer experiences across multiple customer touch points. Committed to excellent service, time delivery and customer satisfaction.

Experience

Infoventive Technologies
Business Development Manager
October 2020 - Present (6 months)
Noida, Uttar Pradesh, India

- # Create, administer, and implement the business development strategies and tactics for the company.
- # Identify, evaluate, solicit, and follow-up with targets through multiple sales, communications, and marketing methods (eg, cold calling, conference attendance, social media, public relations, drip campaigns, presentations, etc.)
- # Initiate and develop relationships with key prospects to identify and meet prospects' business needs.
- # Oversee and implement full sales cycle, including market research, needs analysis, pitch, closing, renewal, and upsell.
- # Maintain relationships with clients to ensure project success.
- # Pitch capabilities and communicate unique selling proposition based on prospect needs.
- # Create and customize presentations and other sales materials.
- # Respond to RFPs, review MSAs and other contractual agreements, and work with Project Management team to write proposals and SOWs, including the preparation of project budgets.

- # Establish and achieve sales goals, metrics, and milestones. Track and report on progress and success.
- # Provide specific healthcare expertise and relevant experience into the product and services portfolio and strategic planning process as needed.
- # Capture prospect and market needs and trends and consult with executive leadership and internal teams for solution development.

Harvest Staff Pty Ltd

Senior Project Manager

June 2019 - October 2020 (1 year 5 months)

Brisbane, Australia

- Initial brainstorming of project and its features
- Regular suggestions to Stakeholders & Directors to build the best product.
- Project planning and coordination with other teams (Overseas) for its development.
- Regular discussions and meetings with Stakeholders & Directors for updates and feedback.
- Maintaining and monitoring project plans, project schedules & work hours
- Organizing additional resources & team whenever required.
- Documenting and following up on important actions and decisions from meetings.
- Meeting with third party organizations & teams for a better build of project.
- Maintaining calendar for the given deadlines to fulfill each goal and objective.

Designs & Media, LLP

Project Manager

October 2015 - June 2019 (3 years 9 months)

Noida Area, India

- Initial brainstorming of product and its features
- Product planning and coordination with other teams for its development.
- Achieving consistent profitability, contribution and collection norms.
- Maintaining and monitoring project plans, project schedules & work hours
- Organizing, attending and participating in stakeholder meetings.
- Documenting and following up on important actions and decisions from meetings.
- Preparing necessary presentation materials for meetings.
- Ensuring project deadlines are met.
- Providing administrative support as needed.
- Undertaking project tasks as required.

- Ensuring projects adhere to frameworks and all documentation is maintained appropriately for each project.
- Ensure stakeholder views are managed towards the best solution.
- Create a project management calendar for fulfilling each goal and objective.

S Cube Technologies

Business Development Manager

September 2011 - October 2015 (4 years 2 months)

New Delhi Area, India

- Business Strategy for new business development.
- Generating business from new accounts and enhancing business from existing accounts.
- Identifying prospective clients in International market.
- Analyse project needs, establishing strategies, planning and assign work to the team.
- Product planning and coordination with other teams for its development.
- Achieving consistent profitability, contribution and collection norms.
- Ensuring customer satisfaction by achieving delivery and service quality norms.
- Coordinate client needs and specification with the management to ensure smooth delivery.
- Able to Achieve the set monthly and quarterly targets.
- Determine and formulate strategies and set the overall direction of the organization.
- Plan, direct, coordinate operational activities at the highest level of management with the help of subordinate executives and staff managers.

BPT Solutions

Business Development Executive

August 2009 - September 2011 (2 years 2 months)

- Identifying prospective clients in International market.
- Generating business from new accounts and enhancing business from existing accounts.
- Achieving consistent profitability, contribution and collection norms.
- Business Strategy and new business development.
- Competitor Analysis and Market Plan
- Requirement Analysis & Proposal Development for New and Existing Clients

Education

IME College, Ghaziabad (UP Technical University, Lucknow)
Master's Degree, Computer Science · (2006 - 2009)

IME College, Ghaziabad (CCS University, Meerut)
Bachelor's Degree, Computer Science · (2003 - 2006)