



RAJAT BAKSHI

BUSINESS DEVELOPMENT PROFESSIONAL

ABOUT ME

I'm a Business Development professional with over 3 years of experience in helping businesses connect and engage with their customers. I am seeking a full-time position in an organization where I can apply my knowledge and skills for the growth of the organization and my own. Currently working with International Expansion Team at Dineouth for a SAAS product Inresto, providing frontend to backend Restaurant Management Solutions to Restaurants and Hotels.

PROFESSIONAL SKILLS

Business Development
Account Management
Enterprise Sales
Lead Generation
Client Engagement
Prospecting
Proposal Building
Negotiation
Email Marketing
Presentations
Sales CRM
Communication
Networking
Market Research

EDUCATION

Master of Business Administration
(MBA)- Marketing & International
Business
College- Army Institute of
Management & Technology, Noida
India

Bachelor of Business Administration
(BBA)- International Business
College- Maer's Institute of
Technology, Pune India

Higher School- Kendriya Vidhyalaya
Air Force School
Location- Pune, India

CONTACT

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LINKEDIN

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WORK EXPERIENCE

DINEOUT - A division of TIMES INTERNET

Senior Account Manager- Global Sales | April 2019 to Present

- Manage the International Business Development cycle from lead qualification to closing
- Reseller Management & Relationship building- Network with local players in the new territories, look for a potential distributor partner to work with and expand products in the market.
- Planning on the markets to be targeted considering the Product readiness, local Players and common requirements of the market, new developments, man hours to be invested
- Phases of the sales cycle include: Remote Presentation, Product demonstration and Video meetings with clients, creating value propositions, structuring financial deals, finalize project plan, Post Sales & Deployments
- Meet and exceed sales revenue through distributor partners or direct project and Upsell
- Educate prospects and clients about Inresto products and services, upsell and cross sell
- Utilize and Maintain internal CRM software to manage all sales activities and pipeline, all on salesforce
- Collaborate with Support Services, Customer Relationship team and Implementation teams to ensure that expectations set during the sales process are met in delivery

BYJU'S Think and Learn Pvt. Ltd. | Oct 2018 - Jan 2019

BUSINESS DEVELOPMENT ASSOCIATE- B2C SALES

- Creating and Optimizing Sales Pitch
- Cold calling prospects
- Setting up in-person meetings
- Counseling students
- On the Spot Closure

COFFEE DAY BEVERAGES - April 2018 - October 2018

SALES TRAINEE- B2B RETAIL SALES

- Headed a new segment for the company in the city, targeting schools, colleges and various retails brands like BigBazar etc.
- Promoting the concept of having separate coffee machines in the campuses and retail outlets for a richer and safer experience with added revenue streams.
- Daily cold calling by visiting various institutions and retail marts to reach the decision makers and put forward the proposals.
- Channel management and development
- Responsible for maximizing ROI of the territory.

UNITED PARCEL SERVICES | Oct 2014 - June 2015

ADMINISTRATIVE ASSISTANT- OPERATIONS

- Worked with the Accounts Receivables team
- Payment allocations and postings.
- Adjustment and re-adjustment of payments and invoices. Refund to customers for excess and double payment.
- Daily reports generation for process accuracy and collections information.

SUMMER INTERNSHIP- ONE GREEN DIARY SOFTWARE PVT LTD, PUNE | June 2017 - July 2017

RESEARCH & MARKETING INTERN

- Primary Market Research in Local market for Internal Feedback and Review Management System for Restaurants. Secondary research on E-commerce Web Hosting and Point of Sale companies in the US market.
- Secondary Market Research of the most prominent Online Dating platforms in the US market for a new project that the company had received.

MANAGEMENT TRAINEE- WINTER INTERNSHIP

YAANTRA PVT. LTD. | DEC 2016 - JAN 2017

- Brand awareness in the various mobile retail shops of NCR region.
- Marketing of various products of the company.
- Direct sales with the mobile shop owners.
- Follow-up with all the retailers. B2B Marketing and sales.
- Daily report generation.