

Yash Trivedi

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Professional Summary

A business development professional focusing on growth and client relationships.

Skilled in generating CXO leads through multiple strategies. Proficient in requirements gathering and proposing tailored solutions. Proven track record of delivering successful projects.

Academics

Degree	University	Year Of Passing
B.tech (Computer Science & Engineering)	AKTU	2022
Intermediate	CBSE	2018
High School	CBSE	2016

Business Development Skills

- Generated leads from LinkedIn using extensions like signalhire, apollo.io and Lusha.
- Cold calling, appointment setting, and conducting meetings for requirements gathering.
- Experience in maintaining CRM and managing the sales pipeline with qualified leads.
- Strong relationship-building, negotiation, persuasion, and networking abilities.
- Proven expertise in requirement elicitation and creating wireframes.
- Proficient in technical content and proposal writing.

Experience

- **Business Development Manager at Logimetrix Techsolutions Pvt. Ltd. (August 2022 - Till Now)**
 - Worked as a SPOC person for projects of more than 70 lakhs and small-sized projects approximately costing 6-10 lakhs.
 - Finding tenders from UP tender website.
 - Going through RFPs of tenders and evaluating the eligibility of the company
 - Visiting pre-bid meetings and submitting the clarifying the doubts related to tender as well as submitting the change request in the department
 - Attending EOI meeting and giving them presentations
 - Writing BRD and scope documents
 - Implementing milk collection systems
 - Making proposals with proper details of the proposed solution
 - Knowledge of getting a PCB manufactured for the company for using it in a milk collection machine
 - Assisting clients with servers and sharing estimated cost of different hosting options

with the clients.

- Knowledge of SCADA and services for taking data from plant to servers
- Giving training sessions to the client across India and frequently traveling with my team for the same
- Making good relationship with existing client and getting new leads from them
- Finding suppliers and vendors for any requirements of the company
- Finding partners for joint ventures and working together
- Handling team of 3 people in sales
- Giving demonstration to CXOs and handling their objections
- Communicating and reporting back to the stakeholders
- Forecasting sales revenue while creating a massive pipeline
- Handling B2B clients and approaching them for our services
- Writing MOM and sharing with all stakeholders after the meeting
- Writing service level agreements (SLAa) and sharing NDA with clients
- Motivating sales team for better results and developing a connection with the team
- Continuously taking follow-ups for payment and raising invoices while coordinating with accounts team

- **Business Development Executive at Webkul (Feb 2022 – July 22 · 6 mos)**

- Handling e-commerce clients from Magento department and selling them plugins and extensions
- Gathering requirements from international clients through virtual meetings
- Writing user guides for newly launched plugins
- Communicating with client on internal ticketing system
- Maintaining all the records on a CRM
- Making demonstration videos of plugins for uploading them on YouTube channel
- Making wireframes and getting confirmation for the flow from the client on the same
- Writing customizations of the client and quoting the development cost after discussing with manager
- Handling queries of customer on live chat who are visiting the website and assisting them for their requirements
- Handling migrations of clients from existing platforms to new ones.

Projects

- Mahindra Teqo solar power plant monitoring project
- E-commerce platform for Daikin Singapore
- E-Commerce platform for Disney
- Acme solar power plant monitoring project.
- Document management system for Acme
- FPO solutions for various clients.
- Managed projects for E&Y and worked closely with the Ministry of Agriculture & Farmer Welfare and the Fisheries Department of India.
- Jammu & Kashmir tourism android mobile application.
- Aced more than 20+ Magento E-Commerce projects while working at Webkul.
- Milk collection systems for HDFC & HCL CSR
- IDFC First Bank CSR projects.
- CSR Project Management Portal For E&Y.

Personal Information

Date of Birth : 2001
Hobbies : Writing, Reading, Music.
Language : Hindi & English