

Akshay Bhor

+918483826454 | AkshayBhor | Akshay Bhor | akshay-bhor.vercel.app

WORK EXPERIENCE

Business Development Executive - Web Minds IT Solution (Salesforce)

Aug 2021 - Present

- Identifying and targeting new business opportunities through market research, lead generation, and cold calling.
- Building and maintaining strong relationships with key decision-makers and stakeholders in potential client organizations, as well as existing clients.
- Developing a Comprehensive Sales Pipeline and Conducting In-Depth Customer Pain Point Analysis.
- Understanding client needs and offering Salesforce products and services, answering potential client questions and follow-up all questions; responding to client request proposals (RFPs).
- Collaborate with technical teams to develop detailed proposals and quotes that address the client's specific needs. Ensure proposals are compelling and tailored to the client's industry and challenges.
- Identifying upsell and cross-sell opportunities within existing client accounts. Developing and executing business strategies to drive revenue growth and expand customer base.
- Maintain accurate and up-to-date records of client interactions, leads, opportunities, and sales activities in the Customer Relationship Management (CRM) system.

Business Development Executive - Innovative Vastunirman Pvt Ltd

Feb 2020 - May 2020

- Successfully increased brand awareness through targeted marketing campaigns and enhance brand visibility among potential clients.
- Demonstrated expertise in converting leads and prospects into valuable, long-term clients.
- Managed vendor relationships and streamlined procurement processes to ensure timely material acquisition.
- Coordinated transportation and unloading activities to ensure seamless operational efficiency. Coordinated labor and project execution to meet and exceed client expectations.
- Proficiently prepared and submitted invoices, maintaining precision in financial transactions.
- Prioritized customer satisfaction, resulting in enhanced loyalty and repetitive business engagements.

EDUCATION

Fergusson College, Pune

2017

Bachelor Of Art's in Political Science

Annasaheb Magar College, Pune

2013

Higher Secondary School Certificate (HSC)

S. V. Vidyalaya High School, Pune

2011

Secondary School Certificate (SSC)

SKILLS

Technical Skills

Salesforce CRM, Admin and Development, Advanced Excel, Data Analysis

Non-Technical Skills

Teamwork, Leadership, Strong work ethics, Problem Solving, Time Management

Certification

Salesforce Admin and Development Certification, Journey2Salesforce, NASSCOM's Salesforce Developer Catalyst Program.