

PROFESSIONAL EXPERIENCE

EPlanet Soft Pvt. Ltd.

Sr. Business Development Manager

07/2023 – 03/2024

- Led key sales and business development initiatives resulting in an increased sales pipeline for B2B & B2C.
- Cultivated strategic relationships with decision-makers to drive business growth.
- Utilized platforms such as LinkedIn, Lusha, Freelancer, Upwork, and Sales Navigator to generate leads and secure projects.
- Developed proposals and Statements of Work (SOWs) for client services.
- Leveraged events, seminars, webinars, personal references, and cold calling to identify new opportunities.
- Identify, analyze, and interpret trends or patterns in complex data sets.
- Collaborate with cross-functional teams, stakeholders, and clients to understand requirements and deliver AI solutions.

Expand My Business

Business Development Manager

02/2022 – 06/2023

- Established market position by developing and closing new business relationships.
- Managed existing client relationships to maximize revenue opportunities.
- Utilized various platforms including LinkedIn, HubSpot, Mailchimp, Bark.com, and ARA for lead generation and project acquisition.
- Actively participated in events and seminars to network and identify prospects.
- Filter and “clean” data by reviewing computer reports, printouts, and performance indicators to locate and correct code problems.
- Conduct research to stay updated on the latest advancements and best practices in AI.
- Develop and maintain AI systems, including data pipelines and infrastructure.

ZNetlive

Business Development Manager

05/2020 – 01/2022

- Sold Cloud Products such as SAAS, IAAS, PAAS, Domains & Hosting, Email & Productivity, Servers & Cloud, Backup, DR & Security (ACRONIS, AWS, AZURE).
- Leveraged platforms like LinkedIn, Sales Navigator, SingleHire, and HubSpot for lead generation and project acquisition.
- Evaluate client needs and recommend appropriate cloud solutions.
- Implement and manage cloud infrastructure to optimize performance and cost-efficiency.

Gurjeet Singh Bhatia



✉ Gurjeets800@gmail.com

☎ 8005585708, 9929180879

in www.linkedin.com/in/gurjeetbhatia13

📍 Jaipur, India 302002

PROFILE

With over a decade of experience, I bring extensive expertise as a seasoned Manager proficient in lead generation, client relationship management, and strategic planning. Demonstrating a proven track record, I consistently achieve an impressive 30% annual increase in cross-selling through adept proposal development and negotiation tactics. Additionally, my proficiency extends to event management, where I've successfully orchestrated campaigns resulting in a remarkable 40% boost in brand visibility. Recognized for clear communication and problem-solving abilities, I've played a pivotal role in driving organizational efficiency, leading to a notable 15% reduction in costs. Moreover, I excel as a Software Specialist and Digital Marketing Sales Specialist, offering innovative Cloud Solutions, Data Analysis, and AI solutions. My adeptness in leveraging both traditional and contemporary techniques ensures efficient customer acquisition and robust revenue growth, facilitating sustainable business expansion and success.

EDUCATION

Polished Diamond Grading & Valuation Diamond Training Institute (DTI)

2014 – 2015

Gemologist Indian Institute of Gems and Jewellery (IIGJ)

2012 – 2014

B.Com Graduate Poddar international college

2009 – 2012

- Collaborate with teams to ensure seamless integration of cloud services.
- Collaborated closely with data analysts and AI specialists to drive innovative solutions and optimize decision-making processes.
- Utilized cold calling, cross-selling, and personal references to identify new business opportunities for B2B & B2C.

Global Soft System Pvt. Ltd
Sr. Associate - Team Leader

08/2017 – 05/2020

- Managed documentation review process to ensure accuracy and completeness.
- Mentored junior associates and provided training to improve performance.
- Built and maintained trusting relationships with clients to facilitate sales opportunities.
- Analyzed client needs and recommended appropriate solutions.
- Generated leads from verified documentation and led teams efficiently.
- Stayed abreast of industry trends and developments to provide excellent customer service.

Teleperformance
Customer Care Executive

05/2015 – 06/2017

- Contributed efficiently to the Amazon UK Seller support process, engaging with brands, stakeholders, and business owners to facilitate business growth and success.
- Demonstrated proficiency in handling Seller support operations, addressing queries, and resolving issues promptly to ensure optimal customer satisfaction.
- Implemented process improvements aimed at enhancing efficiency and streamlining operations within the Seller support department.
- Implemented process improvements to enhance efficiency and reduce waste.

 **SKILLS**

Client Relationship Management	● ● ● ● ●
Negotiation Skills	● ● ● ● ●
Cross-selling	● ● ● ● ●
Lead Generation	● ● ● ● ●
Strategic Planning	● ● ● ● ●
Networking	● ● ● ● ●
Communication Skills	● ● ● ● ●
Sales Strategy Development	● ● ● ● ●
Pipeline Management	● ● ● ● ●

 **FAVORITE QUOTE**

**'It's not what you achieve, it's what you overcome.
That's what defines your career.'**

 **LANGUAGES**

- English
- Hindi
- Punjabi