
Abhay Dandriyal

Head Of Business Development

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PROFILE

A revenue-focused business development manager with more than 7 years of experience in new business development in the International Market and solution selling collaborates with cross-functional teams, including marketing, sales, and product development to create new competitive concept proposals that generated more business than previous company bests. I also performed structured analyses of target markets and clients, documenting them in the CRM system, and resulting in new B2B client accounts. My contract negotiation skills landed many contracts and increased company sales for my employer.

EXPERIENCE

DHA IT Bulls, Remote - *Head Of Business Development*

October 2020 - October 2022

- Lead and conducted an in-depth analysis of business performance versus business goals.
- Contributed to the development of yearly business plans that work toward future growth.
- Provided optimal assistance to General Manager and handled a variety of tasks.
- Worked to ensure a neat and attractive sales environment, and assisted in the setup of visual displays.
- Assisted with recruitment and training of new employees, while also monitoring the productivity of current employees.
- Identified and maximized sales opportunities, and increased customer retention rates.
- Upgraded the sales team and implemented a new culture of winning
- Evaluated staff performance and provided coaching to address inefficiencies.
- Completed and submitted monthly and yearly reports to support executive decision-making.
- Created cross-functional teams to promote consistent brand messaging, demand-generation programs, and sales tools.

Midas Electronics Pvt Ltd, Delhi - *Business Development Manager*

July 2015 - September 2020

- Identified business development challenges and customer concerns for proactive resolution.
- Translated customer needs into solution requirements using powerful value propositions and negotiation skills.
- Communicated directly with customers and partners to build strong business networks and relationships.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom-line profitability.
- Collaborated with sales and marketing departments to support project rollout.
- Planned marketing initiatives and leveraged referral networks to promote business development.
- Identified business development challenges and customer concerns for proactive resolution.
- Assessed current service needs and calculated product satisfaction levels to make appropriate product and service adjustments.

EDUCATION

Graphic Era Universities, Dehradun - *Btech*

2016

Core Competencies

- Business Development
- Business Strategy
- Sales Management
- SAAS
- Strategic Planning
- Sales Management
- Business Planning
- Marketing Strategy
- Marketing Project Management
- Customer Relationship Management (CRM)
- Project Planning
- Account Management Strategy
- Customer Service
- Market Research
- Microsoft Access
- Product Management
- Business-to-Business (B2B)
- International Sales
- Product Development
- Solution Selling
- Market Analysis
- Decision Making
- C-Suite Conversation and Presentation skills
- Delegation
- Employee Deployment

Key Accounts

Client :Mittmann Delivery

Market :Canada

Type :B2B

Industry :Freight Transport

Designation:Business Development Manager/Key Account manager

Description : Mittmann Delivery is a B2B delivery service based out in Canada was in the market since 1959 and was looking to get more clients in their region, improve and implement a new marketing strategy and streamline its Operation. I as a Business Development manager was responsible to get this account and serve their requirements after doing a market analysis.

Client :Chartech Software

Market :North America

Type :B2B SAAS

Industry :Healthcare

Designation:Business Development Manager/Key Account Manager

Description : Chartech Software is a Healthcare SAAS company based out in Canada targeting all the imaging centers and medical practices based out in USA and Canada. I was responsible for driving business growth within a company and developing a network of contacts to attract new clients, Researching new market opportunities and overseeing growth projects, making sales projections, and forecasting revenue in line with projected income. I was able to achieve 19 closures in a single financial year.

Client :Truemedica Pharmacy

Market :Canada

Type :B2B2C

Designation:Project Manager/Business Development Manager

Industry :Pharmacy

Description :Truemedica Pharmacy is a Compound pharmacy based out in Canada. My role in this project was to design a digital strategy for their B2C campaign and develop their business in B2B domain. I was responsible for their Social media marketing strategy ie Facebook, LinkedIn, and Instagram.

Client :Alpha Steel Detailing

Market :North America

Type :B2B

Designation:Business Development Manager/Key Account Manager

Industry :Construction

Description:Alpha Steel Detailing is a Steel detailing firm based out in Canada. I was Responsible for developing, implementing, and managing marketing campaigns and sales team to promote their services. My role was to find the right channel partner in order to develop a network of contacts to attract new clients.

Client :Real Estream

Market :Canada

Type :B2B

Designation:Project Manager/Business Development Manager

Industry :Real Estate (E-Commerce)

Description:Real Estream is a app based platform for all the Real estate Broker and service providers like Appraiser, Lawyers, Handyman etc. My role was to assemble the project team, assign responsibilities and manage schedules to ensure timely completion of project.

Client :Practice Builders

Market :North America

Type :B2B

Designation:Business Development Manager/Key Account Manager

Industry :Healthcare (marketing)

Description:Practice Builders is a healthcare marketing agency. was Responsible for developing, implementing, and managing marketing campaigns and sales team to promote their services. I was also responsible for vendor management and Strategic initiatives.

Client :Travel O Mind

Market :Global

Type :B2B & B2C

Designation:Operation Manager

Industry :Travel

Description:Travel O Mind is a Travel agency serving passengers and Businesses across the globe. My Role was to set up the whole operations and collaborated with the cross functional teams like Sales ,Marketing and Operations. I was responsible to manage the brand and promote it.