

Khushali Modi

Business Development Executive

Contact

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Skills

Business Development

Revenue Forecasting

Market Penetration

Pipeline Management

Contract Review

Proposal Writing

Market Research

Marketing

Lead Generation

Customer Relationship
Management

Budget Development

Profile

- <https://www.linkedin.com/in/khushali-modi-321588201>

Driven Business Development Executive with career history in multi-state distributed businesses and proven skill in hiring, developing and retaining high-performance teams. Motivating leader with strengths in building strategic relationships to support key business initiatives. Highly skilled in change management, management transition, and merger integration. Offering excellent interpersonal and communication skills and experience managing matrixed organizations.

Work History

2023-08 -
Current

Business Development Executive

Prioxis Technologies Pvt. Ltd., Ahmedabad

- Built strong relationships with clients, leading to increased customer satisfaction and repeat business.
- Handling inbound and outbound calls, emails and web interfaces to focus on new account development.
- Followed up and followed through on inbound inquiries and those generated by various marketing activities.
- Optimized upwork bidding and profiles to enhance client engagement and acquisition.
- Leveraged CRM tools to track leads and analyze data, optimizing sales efforts for maximum return on investment.
- Collaborated with cross-functional teams to identify opportunities for product improvement, driving innovation in company's offerings.
- Provided exceptional customer service by promptly addressing client concerns and resolving issues as they arose.

2022-01 -
2023-07

Business Development Executive

Elsner Technologies Pvt. Ltd., Ahmedabad, India

- Determined business development opportunities and implemented effective strategy for client acquisition
- Used excellent verbal skills to engage customers in conversation and effectively determine needs and requirements
- Generating new Business and accounts through cold calling (with available database) and other

leads generated via LinkedIn, Upwork and email campaigns

- Creating and maintaining relationships with B2B & B2C customers thereby managing their accounts successfully for future business opportunities.

Education

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| 2014-06 - 2015-03 | 10th GSEB <i>HB Kapadia School - Ahmedabad</i> Score: 71% |
| 2015-06 - 2017-03 | 12th HSC <i>HB Kapadia School - Ahmedabad</i> Score: 81% |
| 2017-06 - 2020-04 | BBA (Marketing) <i>Som-Lalit Business Administration (Gujarat University) - Ahmedabad</i> Score: 64% |
| 2020-06 - 2022-04 | MBA (Marketing) <i>Chimanbhai Patel Institute of Management And Research (Gujarat Technological University) - Ahmedabad</i> Score: 7.96 |

Accomplishments

- Worked as a sales and marketing intern at Offikart.
- Worked as a digital marketing intern at Farm se.