

Sahil Khalani

Business Development Executive

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Business Development Executive with a background in both IT sales and front-end development. Experienced in client handling, cold outreach, and deal closures with a strong understanding of market research and CRM tools. Awarded "Employee of the Month" for consistent performance and dedication to business growth. Adept at bridging technical and business needs, with hands-on experience in HTML, CSS, JavaScript, and React.js. Seeking to contribute to a dynamic team with strategic thinking and a strong work ethic.

Work Experience

Business Development Executive

LTTRBX TECHNOLABS PVT LTD, Ahmedabad

Aug, 2024 - Present

- Engaged in end-to-end client communication, from initial outreach to successful onboarding and follow-up support.
- Executed cold calling and cold emailing campaigns to generate qualified leads.
- Conducted market research to identify new business opportunities and analyze industry trends.
- Used CRM tools to track lead progress, manage follow-ups.
- Recognized as "Employee of the Month" for outstanding performance and client-focused approach.

React Developer

Nicheteach Computer Solutions Pvt Ltd, Ahmedabad

Aug, 2023 – April 2024

- Developed responsive and dynamic web applications using React.js, JavaScript, HTML, and CSS.
- Implemented reusable components and maintained clean, modular code for scalability and efficiency.
- Participated in code reviews and team discussions to maintain coding standards and improve functionality.
- Integrated APIs and managed application state using tools like Redux and Context API.

Education

Bachelor of science, RG Shah Science college, Gujarat University, Ahmedabad

2019 - 2023

Higher Secondary Education in science, GSHSEB, Ahmedabad

2017 – 2019

Skills

- Closing deal
- Cold calling and emails
- Presentation
- Negotiation
- Client onboarding
- Market research
- Data interpretation
- Strategic planning
- CRM data analysis
- Sales pitching
- Client relationship management
- Time management
- Team collaboration
- HTML/CSS/ JS/ ReactJs

Awards & Honors

Employee of the month

LTTRBX TECHNOLABS PVT LTD, Ahmedabad

November, 2024

- **Awarded "Employee of the Month"** for exceptional contribution to business development through consistent client engagement and lead generation efforts.