

YASH SHAH

Business Development Executive (BDE)

✉ yashanilkumarshah11@gmail.com

☎ +91-8141123256

📍 Gandhinagar, India – 382315

Summary

Motivated and target-driven Business Development Executive with 4 months of experience in lead generation, client communication, and sales conversion. Skilled in identifying new business opportunities, building client relationships, and achieving monthly revenue targets. Strong communication and negotiation skills with the ability to understand client requirements and deliver suitable solutions.

Key Skills

- Lead Generation & Prospecting
 - Client Relationship Management
 - Cold Calling & Email Outreach
 - Sales Pitch & Product Presentation
 - Negotiation & Closing Deals
 - CRM Management (Zoho CRM / HubSpot)
 - Market Research & Competitor Analysis
 - Revenue Growth Strategies
 - Communication & Interpersonal Skills
-

Education

Bachelor of Engineering – Computer Engineering

Shree Swaminarayan Institute of Technology

2020 – 2025

Professional Experience

Business Development Executive

Tech rediantt llp, Ahmedabad, India

November 2025 – present

- Generated new business leads through cold calling, LinkedIn outreach, and email campaigns
- Converted potential leads into clients by understanding their requirements
- Conducted product demonstrations and sales presentations
- Achieved monthly sales targets consistently
- Maintained client database and updated sales pipeline in CRM
- Coordinated with marketing and technical teams for client onboarding
- Built long-term relationships with clients to ensure repeat business