

# Sandeep Slaria

## Senior BDE



### PROFILE

#### Summary

- Business development executive with 4.5 years of experience in sales life cycle i.e., Lead generation, pre-sales activities, requirement gathering, solution, negotiation and close deals.
- Proficient with portals like Upwork, Guru, PPH, Freelancer, and LinkedIn.
- Being a business developer through understanding of web, mobile application, mobile games, and digital marketing.
- Technologies I have worked for React, Angular, ASP.NET, Python, .NET, NodeJS, NextJS, React-Native, Flutter, Kotlin, Swift.

### EXPERIENCE

#### Team Lead BDE

##### Techkel

Jan 2025 - Present - 11 Months, Panipat

Leading BDE team for AI web app development, and Automation projects.

Making strategies for new business.

Managing UI/UX design team and delivering best design to clients.

Using Upwork, LinkedIn and email marketing for lead generation.

Total 3 members in a team and 20k USD is monthly target.

#### Sr. Business development executive

##### Vadavision Pvt Ltd

Nov 2021 - Jan 2025 - 3 years, Chandigarh

Lead the BDE team for web development and AI automation projects lead generation.

Involved in IT sales life cycle from lead generation to close the deal.

Handling lead new lead generation part is responsible for bidding analyzing and filing achieving the targets

Fulfill client needs and be connected with them on Slack and Teams.

Generated \$400,000 in three years.

#### Business development executive

##### Deftsoft Informatics

Nov 2020 - Nov 2021 - 1 year, Mohali

Involved in IT sales life cycles from lead generation to do pre-sales activities.

Worked in Mobile app development lead generation team.

Lead generated for Mobile apps, and mobile games.

### EDUCATION

#### MBA In Marketing & Finance

##### Global Institute Amritsar

2016 - 2018, Amritsar

#### B.com

##### S.L.B DAV College Batala.

2013 - 2016, Batala

### PERSONAL DETAIL

DOB- July, 1995

Address:- Batala, Punjab, India

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India

#### Industry Knowledge

Lead Generation

Team Management

UI/UX Team Handling

Client Communication

Web Development

Mobile App Development

AI Automation

Product Design

No-Code Tools

#### Tools & Technologies

Upwork, PPH, Guru, LinkedIn, Emails, Ads, cold calling..

Technologies have worked with

Make.com, Zapier, N8n, UI/UX.

React, Angular, ASP.NET.

NodeJS, NextJS, Python, Rust,

Solidity, .NET.

React-Native, Flutter, Swift,

Kotlin.

AI/ML, Blockchain, web3,

Cybersecurity,

#### Languages

English

Hindi

Punjabi