

# Dev Soni

+91 9909373752 | [Rajdev493@gmail.com](mailto:Rajdev493@gmail.com) | Nationality: Indian

A versatile, professional individual holding a **Master's degree** with **08 years** of combined experience in the infrastructure and tensile architecture sectors.

## ATTRIBUTES

- Effective Communication
- Adaptability
- Teamwork
- Project management
- Strategic Planning
- Problem Solver

## QUALIFICATION

**Master of Business Administration**      2012 - 2014

(Finance, International business)

Amity University, India

## EXTRACURRICULAR ACTIVITIES

### NATIONAL LEVEL & PREMIER GRADE CRICKET

Level	Tournament	Country
Baroda U-14s	Bal Madharkar Trophy (West Zone)	India
Baroda U-15s	Polly Umrigar Trophy (West Zone)	India
Baroda U-17s	Vijay Merchant Trophy (West Zone)	India
Baroda U-19s	Cooch Behar Trophy  (West Zone)  Vinoob Mankad Trophy (West Zone)	India
Premier Grade	Howarth Trophy (Auckland)  Jeff Crowe Cup (Auckland)	New Zealand

## WORK PROFILE

GRACE Inc, India [Tensile Architecture]

Manager: Sales & Business Development    **2017-2023**

### RESPONSIBILITIES:

- Developing growth strategies and plans
- Managing and retaining relationships with existing clients
- Increasing client base
- Developing business products and value proposition
- Writing business proposals
- Negotiating with suppliers and clients
- Identifying and mapping business strengths and customer needs
- Researching business opportunities
- Following industry trends locally and internationally
- Drafting and reviewing contracts
- Reporting on areas needing improvements

SAI Infra, India [Infrastructure]

Assistant Manager: Sales & Business Development    **2015 - 2017**

### RESPONSIBILITIES:

- Managing the communication of the organization with clients via means like emails, telephones
- Respond to inquiries made by clients about company services in a timely manner
- Monitoring researches to provide highly needed support for the business development team
- Identify and communicate with new business leads for the organization
- Developing good knowledge regarding priority projects, like market routes and trends; this enables the organization improve on its effectiveness in service delivery
- Providing required support for the organization's business development team, especially in activities relating to sales and operations.
- Develop operational contacts, which will provide needed support for the tasks undertaken by the organization's business development team