

NIKITA TOMAR

BUSINESS DEVELOPMENT MANAGER

With over 6 years of experience in Business Development in Latin American region, I have been successfully driving deals and managing projects with telecom operators across LATAM.



SPECIALIZATIONS


- Sales & Business development
- Account management
- Spanish translation/interpretation
- Portuguese translation/interpretation
- Project management

WORK EXPERIENCE


Senior Business Development Representative (ES & PT)

BROWSERSTACK
JULY 2022 TO PRESENT

- Serve as the first in-depth point of contact to prospective partners and customers.
- To identify sales targets and prospects.
- Develop business relationships with new and existing prospects.
- Provide product information to prospective customers.
- Demonstrate solution-selling and relationship-building skills.
- To communicate/position/sell our value proposition to prospects.
- Carry out webinars, in-person meetings, event participation, etc to present the product.
- Work on different CRM tools to represent the data and achievement.

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EDUCATION BACKGROUND

University of Delhi

BA HONS IN SPANISH LANGUAGE &
LITERATURE, CLASS OF 2013

B1.3 & B2.1 IN SPANISH FROM INSTITUTO
CERVANTES

COMPLETED UNTIL B1 IN PORTUGUESE
FROM INSTITUTO CAMOES

LANGUAGE PROFICIENCY

ENGLISH



HINDI



SPANISH



PORTUGUESE



Business Manager - LATAM

U2OPIA MOBILE PVT LTD

APR 2020 TO PRESENT

- Research and identify new business opportunities – including new markets, growth areas, trends, customers, partnerships, products, and services.
- Identify prospects and understand market trends and gather competitive intelligence to inform strategic decisions on market positioning and pricing strategy.
- Build a pipeline of business by proactively identifying and initiating relationships with clients and selling enterprise platforms & digital services.
- Acquire high-value business through outbound prospecting, cold emailing, pitching, and finalizing agreements.
- Manage the project from sales to successful deployment.
- Maintain and nurture relationships with customers and agency partners.
- Design marketing strategies to drive long-term success.
- Keep tab of the campaign metrics and delve into the data to validate the hypothesis, iterate campaigns make data-driven decisions.

Client Relations Associate

BLACKNGREEN MOBILE SOLUTIONS

NOV 2016 TO MAR 2020"

- Proficiently translated both technical, non-technical and legal documents and interpreted for high commanders.
- Traveled onsite to Mexico for the launch of a new application.
- Carried out Spanish Language Training.
- Managed the accounts of Mexico, Peru & El Salvador.
- Build relationships with key clients in Telcos.
- Created plans to address clients' business needs
- Act as point of contact for complaints and escalate issues as appropriate
- Help sales team up-sell or cross-sell services and products