

Dnyaneshwar Mogal

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SUMMARY

Business Development and Pre-Sales professional who builds sales pipelines from zero and manages full sales cycles for SaaS and IT solutions. Strong at lead generation, proposals, demos, RFPs and translating client needs into delivery. Pursuing MBA in Data Analytics (2024–2026) to apply data-driven insights to sales strategy.

EDUCATION

Jain (Deemed-to-be University) <i>MBA, Data Analytics (Pursuing)</i>	2024–2026 <i>Distance Learning</i>
MMCC, Pune University <i>BBA in Computer Applications</i>	2018–2022 <i>Pune, Maharashtra</i>

EXPERIENCE

Business Development Executive & Pre-Sales Business Analyst <i>BVT Infotech Private Limited</i>	Apr 2024 – Present <i>Pune, Maharashtra</i>
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- Built the company's first sales pipeline from scratch and generated initial revenue within **3 months**.
- Represented company at **10+** industry events and expos, securing **500+** qualified client interactions.
- Delivered **100+** product demos and **30+** tailored proposals that supported client acquisitions.
- Partnered with technical teams to translate **100+** business requirements into actionable deliverables and PoCs.

Business Development Executive <i>SDLC Corp</i>	Jun 2022 – Feb 2024 <i>Aurangabad, Maharashtra</i>
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- Generated **500+** qualified leads across US, UK, and Middle East markets, consistently achieving targets.
- Executed **2000+** outreach activities (calls, LinkedIn, email), booking steady meetings with decision-makers.
- Supported proposals and RFP submissions that contributed to multiple SaaS/IT deal closures.
- Improved CRM pipeline accuracy by **60%** through disciplined Odoo and HubSpot processes.

Business Development Intern <i>Techinvento</i>	Dec 2021 – Feb 2022 <i>Aurangabad, Maharashtra</i>
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- Qualified **50+** potential leads for IT services and eCommerce solutions.
- Contributed to **10+** proposals and competitor analyses used in outreach campaigns.
- Participated in client calls and demos to gain practical pre-sales exposure.

CORE COMPETENCIES

- **Business & Sales:** Business Development, Pre-Sales, Lead Generation, Client Engagement, Proposals, RFPs
- **CRM:** Odoo, Zoho, HubSpot
- **Research:** Market Analysis, Competitive Benchmarking