

Dnyaneshwar Mogal

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PROFILE

Business Development Executive with 3+ years in technology sales and pre-sales. Experience building pipelines, managing full sales cycles, executing demos and RFPs, and improving CRM processes. Pursuing MBA in Data Analytics to strengthen data-driven sales decisions.

EXPERIENCE

Business Development Executive & Pre-Sales Analyst

BVT Infotech Pvt. Ltd.

Apr 2024 – Present

Pune, Maharashtra

- Built the company's first sales pipeline and secured early commercial traction.
- Attended industry events to generate qualified prospect interactions and business leads.
- Delivered product demos and prepared tailored proposals to move opportunities forward.
- Worked with engineering teams to convert business requirements into PoCs and project scopes.

Business Development Executive

SDLC Corp

Jun 2022 – Feb 2024

Aurangabad, Maharashtra

- Generated qualified leads across international markets through targeted outreach.
- Executed high-volume multi-channel outreach and maintained steady meetings with decision makers.
- Supported proposals and RFP responses for SaaS and IT projects.
- Systematised CRM usage to improve pipeline visibility and forecasting.

Business Development Intern

Techinvento

Dec 2021 – Feb 2022

Aurangabad, Maharashtra

- Qualified leads and supported proposal development and competitive research.
- Participated in client calls and demos to gain pre-sales experience.

EDUCATION

Jain (Deemed-to-be University)

MBA, Data Analytics (Pursuing)

2024 – 2026

Distance Learning

MMCC, Pune University

BBA in Computer Applications

2018 – 2022

Pune, Maharashtra

SKILLS

- Sales & Pre-Sales, Lead Generation, Client Engagement, Demos, Proposals, RFPs, Solution Positioning, Odoo, Zoho, HubSpot, Market Analysis, Competitive Benchmarking