

VINAYAK MALUJA

Lead Generator/Project Coordinator

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India

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PROFESSIONAL SUMMERY

Results-driven Lead Generation Specialist with hands-on experience in project coordination and client management. Proven track record of driving B2B sales, executing targeted outreach strategies, and managing client relationships to increase revenue by 20%. Adept at handling multiple projects, coordinating cross-functional teams, and ensuring smooth project execution. Skilled in CRM, contract negotiation, and data-driven decision-making to optimize sales and project outcomes.

SKILLS

- B2B SALES
- PROJECT MANAGEMENT
- LEAD GENERATION
- CONTRACT NEGOTIATION
- DATA MANAGEMENT
- COMMUNICATION SKILLS
- CRM
- TEAM COLLABORATION

WORK EXPERIENCE

Albos Technologies

Lead Generation Specialist & Project Coordinator (Aug 2024 – Jan 2025)

- Managed initial client interactions, negotiating contracts and closing deals to drive revenue.
- Assisted in project coordination, ensuring development teams met deadlines and client expectations.
- Maintained and updated CRM systems, tracking lead progress and project status.
- Conducted weekly status meetings with internal teams to align sales goals with project execution.

Future IT Solutions

Lead Generation Specialist (Oct 2022– Jan 2024)

- Identified and nurtured B2B sales leads, contributing to a 30% increase in client acquisitions.
- Managed end-to-end sales pipelines, handling cold calling, prospecting, and deal negotiations.
- Assisted in overseeing multiple projects, coordinating with teams to ensure timely delivery.

Aimer Web Solutions

Lead Generator (Jul 2020 – Mar 2022)

- Acted as a bridge between clients and the development team, ensuring smooth project execution.
- Helped structure project timelines, budgets, and deliverables, learning fundamental project management skills.
- Built strong client relationships, improving client retention by 25%.

PROJECTS

- Cow Tracking Software**– This software tracks all details of cows like eating, walking, diseases, pregnancy-related data using a chip (hardware device) and stores all data in the app. It was completed in 6 months with a budget of 12.5 Lakhs INR.
- Gaming App and websites**– Mazimatic website is a future gaming platform that uses VR Technology and Crypto coins made using Blockchain.
- Multivendor E-Commerce Websites**–Clone of E-Commerce websites like Flipkart, Amazon with an average costing of 45K INR.
- Social Media Apps**– Clones of Whatsapp, Facebook, Instagram, Snapchat, Chatting apps with an average cost of 30K INR.
- Medical equipment Renting App**– This app was completed within 45 days to rent medical equipments with a budget of 50K.

EDUCATION

B.tech, Computer Science

Malout Institute Of Management And Information Technology

2020–2024

CGPA – 7.8

12th – PCM

G.T.B Khalsa Sen Sec School

2019–2020

Percentage– 85.6%

LANGUAGES

Punjabi 

Hindi 

English 