**ISHAN SAWARNIK**

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Aspiring for challenging assignments in the field of INTERNATIONAL BUSINESS in a reputed organization,where my experience and skills are utilized to the utmost level and provide enough scope to explore my knowledge to serve the organization to the best of my ability and skills as an International Exposure.

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| **CORE COMPETENCIES**  *International Business*  *New Business Development*  *Corporate sales and Marketing*  *Product Development*  *Strategic Planning*  *Market Research & Analysis*  *Shipping*  *Export & Import*  *Logistics Operations*  *Supply Chain Management*  *Business Analysis*  *Inventory Management*  *Vendor Management*  *Procurement & Sourcing*  *Material Management*  *Warehouse Management*  *Client Relationship Management*  *Good team player*  *Time Management*  *Problem Solving*  *Negotiation Skills*  *Excellent Communication Skills*  *Analytical & Troubleshooting Ability*  *Positive Attitude*  *Hardworking and quick learner*  **PERSONAL DETAILS**  **Date of Birth:** **16thNovember, 1995**  **Languages Known: English and Hindi**  **Permanent Address: Bettiah West Champaran Bihar,845438**  **Nationality: Indian**  **Passport: N4529524**  **Validity: 2nd November 2025**  **Preferred Locations; India,Gulf And overseas**  **Current Location:Mumbai,India**  **Linkedin:**  [**https://www.linkedin.com/in/ishan-sawarnik-7bb6b7184**](https://www.linkedin.com/in/ishan-sawarnik-7bb6b7184) |  | **PROFILE SUMMARY**  Dynamic and result-oriented professional having experienceinthe field of **Sales, Marketing, Business Development,Import-Export,Logistics and Supply -chain Management,Freight Forwarding and International Business.**   * Well versed in Sales & Marketing lifecycles * Skilled at managing modifying business requirements and New Business Development * Managed and developed the sales strategies and conducted the marketing research * Enhanced the market of the product and increased the market share of the product by utilizing the strategies * Responsible for the management of account growth, product service and business * Very enthusiastic and team player with the planning and budgeting * Deep knowledge of current market and advance strategies of market * Exceptionally good communication skills with the good organizational and management skills   **INDUSTRIAL EXPOSURE**  **Project**: **International Campus Enrichment Program, Singapore**  **Duration**: 28th August 2017 – 2nd September 2017  **Scope**: Undertook a study tour, gained comprehensive exposure of  International Market, Innovation & Entrepreneurship.  **INTERNSHIP EXPERIENCE**  **Organization:AQUA PHARAMACY, UAE, Dubai (12,Sept’2020 -31,Oct’20)**  **Sales and Business Development Intern**  Acquired understanding of Market how to deal with client.  **WORK EXPERIENCE**  **Organization:SafeXpress, Mumbai ,India, January 2023, Manager-BDM.(Current Company)**   * **Handling Projects In Logistics And Supply chain Management in,Surface and Air Freight.** * **New sales Management.Bringing new client on board,Creating New leads,Share the praposal to the client,coordinating with operation and 3PL department.** * **Doing Negotiation,Sharing Memorarandum of understanding,Contract copy.Doing closure in Salesforce.**   **Organization: SeaShell Logistics, Mumbai ,India August,2022-January,2023,Business Development Executive.**   * Corporate Sales in International Business,Doing market research of Exporter and Importer. * Maintained good relationships with existing and new client, contacts at potential clients, consulting companies and partners in order to get access to new opportunities. * Strategically plan and manage,CHA works in Freight Forwarding,Custom-clearence and logistics. * Communicate and doing negotiation with client. * Bring them on board and doing Closure in CRM.   **Organization: DNJ Infotech,Noida, India, February ,2021-June,2022**  **Business Development Executive.**   * Collaborated with business development, marketing, and product departments on the creation of competitive concept proposals. * Developed new service offerings based on detailed and documented insights of market and client needs. * Managed and maintained a structured analysis of target markets, clients, and documentation in the CRM system. * Provided market intelligence and feedback to global and regional teams on the market, industry, and competitors’ developments. * Built and maintained relationships with key contacts at potential clients, consulting companies and partners in order to get access to new opportunities.   **TECHNICAL SKILLS**   * **MS Office Suite** * **Office Automation**   **ACADEMIC CREDENTIAS**  **Master of International Business from Curtin University, Perth Western Australia, in 2021**  **PGDM (Human Resources Management) from Indira School of Business Studies, Pune in 2018**  **BBA (General) from Jaipur National University, Jaipur in 2016**  **12th Commerce (Maharashtra State Board) from Abhinav Education Society, Pune in 2013**  **10th from R.P.S Residential School, Patna in 2010** |