

# Ishan Shah

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## Profile Summary

Results-driven Business Development & Sales Professional with proven expertise in channel management, client acquisition, and revenue growth across real estate, wealth management, and corporate sectors. Skilled in negotiation, partner relationship building, and team leadership, with a strong record of driving performance and achieving sales targets. Adept at identifying new business opportunities, closing high-value deals, and ensuring long-term client satisfaction. Fluent in English, Hindi, Gujarati, and Marathi, with strong communication and presentation abilities.

## Core Competencies

- Business Development & Sales Strategy
- Channel & Partner Management
- Client Acquisition & Relationship Building
- International Client Handling
- Lead Generation & Market Research
- Negotiation & Deal Closure
- Team Leadership & Training
- Revenue Growth & Target Achievement
- Strategic Planning & Business Expansion

## Professional Experience

### Channel Development Executive – Orange Stretch Ceilings Pvt. Ltd. (Feb 2025 – Jun 2025)

- Managed and nurtured channel partner relationships to drive sales growth.
- Provided training, marketing support, and strategic guidance to partners.
- Contributed to aligning partner efforts with company objectives for business expansion.

### Graphic Designer (Marketing Support) – A D Naik Wealth (Apr 2024 – Feb 2025)

- Designed digital and print content to promote wealth management services.
- Ensured brand consistency across campaigns, supporting client acquisition.

### Team Leader – Sales – Efficacy Global Sales Solution (Jan 2023 – Jan 2024)

- Led a team of 8 members, setting targets and monitoring performance.
- Trained and motivated the team to achieve sales goals and client satisfaction.
- Improved team efficiency, resulting in consistent achievement of KPIs.

### Business Development Executive – Janki Builder & Developers (Nov 2020 – Dec 2022)

- Identified and converted new business opportunities in real estate projects.
- Conducted market research, lead generation, and client meetings to drive growth.
- Negotiated deals, closed sales, and built long-term customer relationships.

### Trainee Engineer – Sheth Corp Pvt. Ltd. (2014 – 2016)

- Assisted in project execution and client coordination.
- Developed teamwork and analytical skills in a professional setting.

## Education

- Bachelor's in Mass Media – K.E.S. Shroff College
- Diploma in Civil Engineering – Bhausaheb Vartak Polytechnic
- H.S.C. – St. Stanislaus College
- S.S.C. – Sheth Vidya Mandir

## Technical & Creative Skills

- Microsoft Office Suite (Word, Excel, PowerPoint)
- Adobe Photoshop, Illustrator, CorelDRAW, Canva
- Videography & Visual Content Creation

## Languages

English | Hindi | Gujarati | Marathi