

Sonal Jain

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Business Development Professional

Bachelor of Arts | 10+ years of experience in Business Development, Sales & Academia

Objective: To obtain a challenging Business Development position that allows me to utilize my skills and experience to drive growth and profitability for the company.

Profile: A results-driven Business Development Professional with over 5+ years of experience in developing and implementing business plans, identifying new business opportunities, and building strong client relationships. Proven track record of achieving sales targets and increasing revenue. Excellent communication and interpersonal skills with the ability to work collaboratively with cross-functional teams. Possess rich experience in the retail, staffing solutions, and financial services industries in sales, business development, and relationship management.

Professional Experience

Executive – Business Development (Other Income)

Reliance Retail, Mumbai, India / July 2022 – Present

In my role with Reliance Retail Business, I've had the privilege of being part of a dynamic team that focuses on creating value for our clients and driving innovative revenue opportunities. This isn't just about numbers—it's about building meaningful relationships and bringing ideas to life.

- **Connecting with People:** I spend a lot of my time understanding our clients' needs and challenges. It's incredibly rewarding to build partnerships based on trust, where we collaborate to achieve their goals while contributing to the success of Reliance Retail.
- **Spotting Opportunities:** I'm always on the lookout for new possibilities. Whether it's identifying potential clients or finding ways to optimize how we use retail spaces, my aim is to turn ideas into tangible results.
- **Keeping Up with Trends:** The retail industry moves fast, and staying updated is key. By researching market trends, I can bring fresh ideas to the table and help our clients stay ahead.
- **Teamwork:** No project succeeds in isolation. I work closely with various teams to ensure our strategies are well-executed and deliver real value. Collaboration is at the heart of what I do.

- **Helping Clients Grow:** One of the most exciting parts of my job is introducing new concepts in-store and then watching them succeed. I'm deeply invested in my clients' growth and constantly monitor their progress to ensure they thrive.
- **A Human Touch:** Beyond the contracts and negotiations, I focus on providing exceptional service. It's about making our clients feel supported and valued, ensuring they see us as partners in their journey.

This role has taught me the importance of blending strategy with empathy, and how small actions—like a conversation or a quick idea—can create big changes. I'm proud to contribute to a company that values innovation and relationships equally, and I'm excited to keep exploring new ways to make a difference.

RM & BD Manager Harjai Computers Pvt Ltd, Mumbai, India | Feb 2020 – July 2022

- Managed client relationships and business development for IT staffing and solutions.
- Negotiated and secured new contracts with corporate clients.
- Strategized and implemented sales and marketing plans to achieve revenue targets.

BD Executive ASC Consulting, Mumbai, India | Sept 2018 – Feb 2020

- Engaged in lead generation, client relationship management, and market analysis.
- Worked on developing proposals and presentations to secure new clients.

Academic Staff Member & Teacher Various Institutes | Nov 2008 – Sept 2017

- Designed and delivered engaging curriculum content.
 - Mentored students and provided guidance for academic excellence.
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Skills:

- Business Development
 - Sales and Marketing
 - Relationship Management
 - Market Research and Analysis
 - Negotiation
 - Customer Service
 - Presentation Skills
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Languages:

- English
- Hindi
- Marathi
- Gujarati

- Marwadi
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Education: Bachelor of Arts – Sociology

References: Available upon request.