Tushar Gohil

CONTACT

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OBJECTIVE

Career Objective:
To work for an organization where I can utilize my skills & knowledge for the organization's and individual growth which provides me the opportunity to improve my skills & knowledge to grow along with the organization objective.

Personal Objective:
To balance between work and life and contribute towards betterment of the society.

EDUCATION

Master of Computer Application   2014 - 2016
Mumbai University

Bachelor of Science in Information Technology   2011 - 2014
Mumbai University

WORK EXPERIENCE

BDS Services   Feb 2017 - Nov 2017
Business Development Executive

Job Responsibilities:

- Identifying new sales leads
- Pitching services
- Maintaining fruitful relationships with existing customers
- Researching organisations and individuals online (especially on social media) to identify new leads and potential   new markets
- Researching the needs of other companies and learning who makes decisions about purchasing
- Contacting potential clients via email or phone to establish rapport and set up appointments
- Planning and overseeing new marketing initiatives
- Contacting clients to inform them about new developments in the company's products

Other Responsibilities:

- Weekly meeting for mapping growth and deciding future course of action
- Preparing PowerPoint presentations for pitching new ideas and displaying stats

Aeon Software Pvt Ltd   9th May 2016 - 19th Dec 2016

Business Analyst Cum Coordinator

Job Responsibilities:

- Team Coordination
- Project Delivery Ensurement
- Business Analysis
- Software Quality Testing
- Documentation
- Client Coordination

Achievements:
- KMTURT (Playstore) successfully delivered
- KTCLRT (Playstore) successfully delivered
- Client Relationship Management
- NMMTRT (Playstore) quality assurance testing
- Project Documentation

INTERESTS

Interests:

- Client Interaction/Management
- Marketing
- Planing & Analysis
- Service
- Documentations
- Team Coordination

TECHNICAL SKILLS

OS: Familiar With All Windows OS

DataBase: SQL

Software Testing (Manual)

HTML, CSS

STRENGTHS

- Good Communication Skills
- Negotiation & Persuasion Skills
- Task Completion In Time
- Quick Learner
- Good Presentation Skills
- Handling Multiple Tasks In Given Time
- Can Take Up Any Work
- Can Adapt Any Work Environment/Situation