

SHYAM CHUNARA

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Objective

To enhance and expand my interpersonal skills and leverage my experience in Marketing and Sales stream. Highly motivated and focusing on career advancement, seeking to join a reputed company to deliver excellence and meet organizational growth.

Experience

- Oyo rooms (internship)** 22-5-2019 - 3-8-2019
Demand manager
Key Learning:
 - A demand Manager require magnificent observation skills and keen mind at work to educate prospect clients
 - As well as work in travel agent channel and corporate channel.
 - Worked as demand Manager- demand Manager should possess the complete product information, have to have negotiation skills, competitor's products analysis, patience, build-and-maintain relationships, market comprehension.
 - Paramount knowledge of products of the company and competitor's products, maintaining relationships, allocation of target, responsible for the business development
 - Back office work - Maintaining the documentation, Superlative at Excel work, deals with Gujrat sales head.
- Zaptech Solutions** 1-1-2020 - 15-5-2020
SALES AND MARKETING EXECUTIVE
 - Generated leads through cold-calling, networking, and field work, its required patience to achieve goals.
 - Having quality of Building excellent relationship with clients to achieve and grow business.
 - Visited clients and potential clients to evaluate needs or promote products and services.
 - Maximized profitability and customer retention through superior customer service, effective and prompt communication with the customer.
 - Drove the entire sales cycle from initial client engagement to closed sales handling such as convincing, follow up, payment and after sales service.
 - Gave sales presentations to a range of prospective clients to make them understand about product and services, enhance their level of interest.
 - Ability For Stress and Time Management to customer retention, business growth and sustainability
- INSTANT CARE** 16-8-2020 - Present
BUSINESS DEVELOPMENT MANAGER
 - Was responsible for advancement of corporate, residential, industrial based business.
 - Maintaining relationship and service assurance to the corporate.
 - Requisite strategic planning done to improve client results and their experience towards the company.
 - Overseeing the pays and dues part on both the ends and continues to take follow up.
 - Carried out presentations for the regular brand, product, service, benefit updates to the clients, therefore engagement with the clients will be useful.
 - Utilized superior communications skills to motivate staff and develop effective working relationships with peers, and clients.

Education

- Narayana Business School** 2018-2020
MBA+PGPCE
- C.C. Sheth College of Commerce** 2015-2018
Bachelor of Commerce
- St. Mary's High School** 2014-2015
HSC
- St. Mary's High School** 2012-2013
SSC

Skills

- MS Office Team Player Presentation and Negotiation skills Communication skill Stress Management Leadership