**Rakesh Rajbhar**

52/21, Sant Nagar North Delhi Delhi, IN 110084 (+91) 9643973556  rakeshrajbhar37@gmail.com

**REVENUE EXPANSION**  **MARKET SHARE GROWTH**  **TERRITORY MANAGER**

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I have 4+ years of experience in Business Development with different roles. I am a mature, positive, and hardworking individual, who always strives to achieve the highest standard possible at any given risk. In my previous role as Corporate Sales Partner, I demonstrated the ability to work under intense pressure, sell products and services to customer from all backgrounds, handle customer complaints and solve problematic situations as and services when they arose. Unparalleled customer relationship management skills. Ready for new challenging environments.



Bilingual: **English and Hindi.**



* Account Manager
* Business to Business Sales

Sale Software as a solution

* Competitive Positioning
* Competitive pricing
* Territory Sales
* Clients Retention
* Contract Negotiations and Share Quotation
* Large Enterprise Relations
* SME Relations

**PR O F E S S I O N A L H I S T O R Y**

# Minosha India Ltd, Delhi NCR, India Nov 2021– Till Date

**T**erritory **M**anager

* Build effective relationship with customers.
* Stick to the compliance, Regular Visit to Existing Customer – Monthly, Quarterly or Half Yearly based on type of clients.
* Share Prestation/PPT to the Clients and Proposal for New Requirements. Regular follow up for Order Closer.
* Identify relevant market development, competition analysis and work accordingly.
* Managed extended sales cycle promised and delivered competitive rates and expedited response time.
* Building a list of potential clients, reach out to them, fix meeting, gather information, share plans, and get business.
* Continuous work towards identifying new markets, expanding geographies and segments through focused and continuous business development initiatives, and taking appropriate actions.
* Timely resolve all customer issue leading to customer delight and customer stickiness.
* Sales leads Cold Calling
* Gather requirements and focusing on Cross Selling for long lasting clients.
* Increase client life cycle by consulting and giving them right solution.
* Retain one of the German manufacturing Company (Phoenix India) with 60+ lakh revenue.

# YES Bank Limited, New Delhi, India July 2018 – Nov 2019

# Corporate Clients Relationship Partner (CCRP)

* Corporate business development manager
* Managing large account of Delhi and NCR Regions
* Lead Generation through Camp activity and corporate client references
* Selling Third party products for revenue
* Pitch General insurance.
* Life insurance sales
* Credit cards sales
* Manage corporate staff Salary accounts.
* Trade accounts sales
* Generate leads for all type of Loans.

Axis Bank Limited, Delhi June 2016 – July 2018

Business Development Executive (BDE)

* Hunting for Saving as well as Current Account in assigned territory.
* Managing Family Banking and Corporate Banking to New as well Existing customer.
* Lead Generation through Area Mapping and from Existing Customer Reference
* Selling Third party products like General Insurance, Life insurance, health insurance etc.
* Generating lead for Loans.

**EDUCATION**

**B. Tech,** Mechanical Engineering **2011 - 2015**

**MBA,** Marketing and Finance **2019 - 2021**

**TECHNOLOGY**

Microsoft Office, Microsoft Word, Microsoft Excel, CRM, Google Work Sheets.

**PROFESSIONAL CERTIFICATE**

#### Accelerator Program in Business Analytics and Data Science – Hero Vired

#### Duration: **Oct`2022 to June`2023**

* Induction and Introduction to Analytics
* MS Excel Basics Including VBA & Macro
* SQL Foundations
* Python Programming Fundamentals
* Probability
* Statistics Foundation
* Data Visualization with Python
* Storytelling in Business Analytics
* Visualization using Tableau.
* Visualization using PowerBI.