Abhijeet Kishor Bora

Flat N0. 04, Manasi Apartment, Kothar Wadi,

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**Personal Profile**

I am someone leading my life as a process of continuous learning. I’m someone with attitude that life is the best teacher. I’m someone, an engineering graduate and leading life as business sales executive, in the area of my real interest.

I’m currently looking forward to join a company that invests in its people and motivates them.

**Academic Qualifications**

BE – Computer Technology (2011)

MBA – Finance (Appeared)

Areas of Expertise

Business development Brand awareness

Regional administration Cold calling

Sales forecast Customer relations

Franchise development Acquiring plug-ins

Product demonstration Lead Management

**Work Experience**

Parakh Plexus Realty ltd.

*Business Development Officer*

*- Nashik Region*

July 2014 – Till date

[*www.parakhplexusrealty.com*](http://parakhplexusrealty.com/)

Birla Sun Life Insurance

*Agency Manager*

*- Nashik Region*

June 2013 – July 2014

[www.birlasunlife.com](http://www.birlasunlife.com/)

EXPERIENCE & KEY COMPETENCIES

**Business development skills**

* Able to identify and qualify potential new clients.
* Experience of and able to communicate effectively with key decision makers i.e. Heads of Departments and senior managers.
* Ability to recognise buying & closing signals.
* The ability to research potential corporate clients in detail.
* Familiar with risk assessment, asset class analysis, ratings and forecasts and rigorous benchmarking of the business environment.
* Identifying potential franchises or channel partners or plug-ins.
* Conversant with Microsoft office applications and CRM database systems.
* Identifying cross-selling opportunities.
* Cross checking of documents involved in real estate transactions.
* Knowledge of how to cleanse and maintain prospect and customer records on the database.
* Can speak fluently more than one language.
* B2B sales exposure.
* Meet and exceed new business targets and KPI's.
* Promotion compliance and implementation.
* Experience of working to targets.

**Personal Information**

* DOB: 31st January 1990
* Blood Group: AB+
* PAN No.: AQIPB1180C
* Languages: Jain(Marwari), Hindi, Marathi, English
* Software: MS Office, Outlook, Salesforce CRM

***“I hereby declare that the above information is true to the best of my knowledge, and I take full responsibility for the same.”***

**Place:** **Nashik**

**Date: (Abhijeet K. bora)**