

HARSHAL CHAVAN

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ABOUT ME

1 Year experienced in Business Development with a demonstrated history of working in Marketing and Advertising Industry. Skilled in improving and growing a business by fostering and developing relationship with new customers and existing customers. Currently working as a **BUSINESS DEVELOPMENT EXECUTIVE** with Talkd, Pune.

CORE COMPETANCIES

- * Creative thinking and Campaign Strategy
- * Multi-Tasking between multiple projects
- * Working under pressure and in high paced environment
- * Team management and Leadership Skills

EDUCATION

MBA in Marketing from Sinhgad Edn's, SKNCOE Management Studies, Pune.(2016-18)
BCS from S. B. College of Science, Aurangabad, Maharashtra.(2013-16)
HSC from Maharashtra State Board- Jalna division. (2009-11)
SSC from Maharashtra State Board-Jalna division.

EMPLOYMENT HISTORY

TALKD Pvt Ltd.

Business Development Executive (August 2018- Present)

Work with: Persistent, ARi-Autorob, FarEye, ClouDEXchange.io, Intellyzen, Talkd Sales.

- * Identifying new sales leads.
- * Extensive Experience in end to end business cycle from lead generation to appointment setup.
- * Expertise in research in identify new market, targets customers and needs of customer, setting up meeting to determine business requirements.
- * Developing unique pitch for every prospect by representing in-depth about the prospects, market, competitors and presenting the pitch along with creative ideas for the betterment of the client's products and services.
- * Communication with clients via Email, Phone and other communication channels.
- * Developing and maintaining database, regular reporting and follow-ups.

Big V Telecom Pvt Ltd. (Summer Internship)

Market Research Analyst

Project title – B2B Pre-sales Data for Marketing.

- * Market research via digital platform.
- * Developing and maintaining database of potential customers from worldwide region.
- * Identify new market segment, target customers, target industry.

Rajuri Steel Pvt Ltd. (Winter Internship)

Project title: Organisation and Management of Rajuri Steel Pvt Ltd.

- * Promotional activity, Daily basis work management, Observation of the Marketing dept, Sales dept, Operation dept like how their daily work routines.

PERSONAL DETAILS

- * Date of Birth: 23rd June 1993
- * Marital Status: Unmarried
- * Linguistic Abilities: English, Hindi and Marathi
- * Current Location: Pune, Maharashtra