

DHARMESH CHAVADA

@ dharmeshkumar2193@gmail.com

9313636137

E - 104, Tejendra Crystal, Near S.P. Ring Road, Vastral, Ahmedabad - 382418.

Objective

Long-term relationship with an employer where the skills and techniques developed over my career will assist me in performing the duties, and therefore be able to continue my development and enhance my skills.

Experience

Cars24 Services Pvt Ltd

26/07/2021 -
Present

Zonal Manager

Job Responsibilities

- Strategics for the achievement of regional sales target through the zonal team by break down of annual targets to half yearly then quarterly and finally monthly set the Procurement Target.
- Taking responsibility 0 to End. Inspection To Procurement.
- Making Long term and Short Term Goals for business development of Company.
- Coordinating between Company and Field Staff.
- Making Business plans and strategies.

Vivish Technologies Pvt Ltd.

22/09/2020 -
25/07/2021

Sr. BDM (Team Leader)

Job Responsibilities

- Visit the Societies and generate the leads in the defined area, arrange 5 demos every week and Scouting the area every 3 days and submit the report.
- Set-up and deliver sales presentations, product/service demonstrations on every Saturday-Sunday.
- Responsible for key client retention, per key client revenue optimization & renewals
- To generate leads along with assigned Territory & Identify decision makers within targeted leads and initiate the sales process.
- To set up and deliver sales presentations, product/service demonstrations on a daily basis with the team.

- To ensure systematic follow-up with the client organizations to take the sales pitch to time- bound closure.
- Called and held face-to-face visits prospective, new and presented customers to assist new- business.
- To be an interface between the customer and internal support teams to ensure that the customer receives the best possible service from the company.
- To ensure that all payments are collected as per the company's payment terms.
- Ensure adherence to sales processes and requirements.

11/7/2017 -
10/08/2020

Toppr - The E - Learning App
Academic Coach

Job Responsibilities

- Responsible for key client retention, per key client revenue optimization.
- To be an interface between the customer and internal support teams to ensure that the customer receives the best possible service from the company.
- Demo Setup and Closing the Deals with on-spot Payment.
- To set up and deliver sales presentations, product/service demonstrations on a daily basis with the team.

15/6/2014 -
1/7/20217

Warsaw Consultancy Pvt. Ltd. (B.G. Consultancy)
Business Development Manager

Job Responsibilities

- Developing sustainable demand channels from a long-term perspective, generating business from on-boarded corporates.
- Counseling to Customer, File Making and Apply in Embassy.
- Connecting the Education Partner.

2014

Gujrat University

Batchelor of Business Administration (BBA)

70.00 %

Skills

Sales

Team Building

Problem Solving

Decision Making

Projects

Pacific Pipes Pvt. Ltd

Cover Topics: Marketing, HR and Finance (2012)

AMUL Dairy

Cover Topics: Marketing and Expansion (2013)

Amtek Indial Limited

Cover Topics: Gap Analysis (2013)

Achievements & Awards

Cars24 Services Pvt Ltd Best Zonal Manager May 2022 Cars24 Services Pvt Ltd Promoting As a ZM March 2021

Cars24 Services Pvt Ltd Spot Light Award (Best Retail Manager) December 2021

Vivish Technologies Pvt Ltd Promoting As a Sr. BDM (TL) November 2020

Declaration

I hereby solemnly declare that all the information given above is true and correct to the best of my knowledge and belief.