

Riddhi Makwana

Account Management/Business Development/Sales Lead

Goal-oriented manager with distinguished experience and proven leadership abilities. Dedicated professional with history of meeting company goals utilizing consistent and organized practices. Skilled in working under pressure and adapting to new situations and challenges to best enhance the organizational needs.

Contact

Address

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Phone

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Skills


Strategic planning  Very Good

Sales expertise  Excellent

New Business Development  Very Good

Positive and upbeat  Excellent

Decisive  Very Good

Financial Management  Very Good

Work History

2021-01 -

2022-03

Head of Sales & Marketing

Aaryan Developers Llp., Ahmedabad, Gujarat

- Conducted team meetings to reinforce goals and objectives and set clear expectations about products and growth.
- Liaised with external stakeholders/ Channel partners to form strategic partnerships with prospective clients.
- Resolved customer issues quickly to close deals and boost client satisfaction.
- Assisted in organizing and overseeing assignments to drive operational excellence.
- Defined clear targets and objectives and communicated to other team members.
- Cultivated positive rapport with fellow employees to boost company morale and promote employee retention.

2019-09 -

2020-12

Executive Sales Consultant

Pacifica Companies India Pvt. Ltd, Ahmedabad, Gujarat

- Investigated and integrated new strategies to expand business operations and grow customer base.
- Collaborated with advertising group to create

uniformity between advertising messages and retail incentives.

- Communicated product quality and market comparisons by creating sales presentations.
- Maintained up-to-date knowledge of competitor products and pricing in market served.
- Led solution selling strategy initiatives to maximize sales of Residential properties.

**2018-07 -
2018-12**

Sales Associate

*Adani Township and Real Estate Co. Pvt. Ltd,
Ahmedabad, Gujarat*

- Sold high volume of properties in short timeframes to exceed quotas and maximize business revenue.
- Managed contracts, negotiations and all aspects of sales to finalize purchases and exceed customer expectations.
- Communicated with clients to understand property needs and preferences.
- Negotiated, facilitated and managed real estate transactions.

**2016-09 -
2017-02**

Customer Relationship Executive

Medusind Solutions pvt ltd, AHMEDABAD, Gujarat

- Employed comprehensive benchmarks to establish and monitor customer service standards.
- Built strong relationships with field operations team to support business development opportunities and improve service.
- Recommended products to customers, thoroughly explaining details.
- Responded to customer requests, offering excellent support and tailored recommendations to address needs.

2011-06 -
2014-06

BBA: Finance

Gujarat University - Ahmedabad

2016-06 -
2018-06

MBA: Marketing

Gujarat Technical University - Ahmedabad