

## **DHANANJAY SHUKLA**

### **CURRENT POSITION: FRANCHISE DEVELOPMENT MANAGER**

Mobile No.: 7874634884 / 8488893232

Email: djay9shukla@gmail.com

### **CAREER OBJECTIVE**

I have extensive experience in sales and business development. My aim is to target full-time position with a similar profile that would allow me to use and enhance my existing skills while also allowing me to focus on the sales and business development aspect of the organization.

### **PROFILE**

Overall 10 years of extensive experience in sales and business development involving team management, B2B Sales, B2C Sales, Territory management, Franchise Development, corporate and directsales.

### **ACADEMIC RECORD**

CLASS	BOARD/UNIVERSITY	PERCENTAGE OF MARKS
B.Com	Sunrise University	Second class
12th	Gujarat H.S.C board	58%
10th	Gujarat S.C board	53%

## **EXPERIENCE**

### **Emeritus Pharma Pvt Ltd. (Medkart)**

**Designation: Franchise Development Manager**

**Department: Sales and business development**

**Duration: March 2022 to till the date**

#### **Key Responsibilities:-**

- Developing a business plan to help the company grow and achieve its goals
- Evaluating potential locations for new stores based on market demand and competition from existing businesses
- Ensuring that all employees receive adequate training on company policies and procedures
- Identifying new opportunities for expanding into new markets or products
- Leading negotiations with landlords on terms of lease agreements for new stores
- Analyzing data to identify new opportunities for growth within existing markets
- Monitoring competitor activity in the market and making adjustments to marketing campaigns as needed
- Developing strategic plans to help existing stores improve performance
- Managing the overall operations of a franchise operation to ensure that it is running smoothly
- Source new sales opportunities through inbound lead follow-up and outbound cold callings and emails
- Understand client needs and requirements
- Route Qualified opportunities to the team for further development and closure.
- Work as a point of contact between the franchisee and the BD team and ensure that any issues/concerns are aptly and timely addressed.
- Follow-ups and Continuous feedback with the team regarding the status of leads.
- Maintain reports regarding the lead progress.

### **Ampa orthodontic Pvt Ltd. (Toothsi)**

**Designation: Sales Specialist**

**Department: Sales and business development**

**Duration: From May 2020 to February 2022.**

### **Key Responsibilities:-**

- Explain the treatment process, highlighting the benefits .Provide sales and use of 3D imaging technology training to sales consultant.
- Sell whole package of orthodontic treatment.
- Provide best-in-class customer experience to toothsi customers.
- Pre and Post sales follow up with payment confirmation and loan disbursement.
- Follow up with clinic staff and clinic sales consultant.
- Help in every call of sales consultant for closing to achieve monthly targets.
- Keep on providing solutions to customers with customer centric mindset.
- Train every sales consultant.

## **Reliance General Insurance**

**Designation: Sales Manager - Travel**

**Department: Travel and agency**

**Duration: July 2017 to April 2020**

### **Key Responsibilities:-**

- Identify travel agents who can do travel insurance to achieve budgeted sales target for the
- Travel vertical.
- Build relationship and acquire the travel agents.
- Recruitment and product training to CSO and Travel agents.
- Make joint calls with the CSO and drive and handhold them for the same.
- Monitor the performance of the CSO.
- Ensure error free documentation from agents.
- Tracking productivity of intermediaries by ensuring timely collection and payment.
- Follow up on the premium generated on a daily basis.
- Information sharing with the Branch Manager on ongoing market trends.
- Servicing NTU properly & following the laid down process.
- Constant co-ordination with Underwriting team for policy approval and Office operations team for policy issuance, service center claims team for claim settlement.
- Coordination with finance team for timely disbursement of agent's commission.

# **Stayzilla.in**

**Designation: Supply Business Analyst**

**Department: Demand and Marketplace**

**Duration: August 2016 to June 2017**

## **Key Responsibilities:-**

- Handling hotel and home-stay booking flow in Gujarat.
- Responsible for supply chain process such as hotel inventory analysis, demand generation, booking operations for Gujarat region.
- Produce reports like number of booking generation city-wise, booking cancellation issues, guest rating and Stayzilla App usage in order to develop supply and demand activities.
- Collaborate with regional travel organizations Like TCGL (Tourism corporation of Gujarat),  
Travel bloggers Gujarat, Local tour and travel agents to enhance current business process.
- I am handling Gujarat region so I have to do contracting new hotels or home-stay in different city of Gujarat to fulfill demand.
- Doing work shop in different city of Gujarat for new hotel or home-stay acquisitions.
- Sharing reports after workshop to regional head.
- Sharing every positive and negative details of tour.
- Bifurcate quality home-stay give them hospitality training, do photography if require share every single details to content and SEO team for better demand generation.
- My clicked photo is used as Stayzilla.com profile picture for every social media platform.

# **OYOROOMS.IN**

**Designation: Cluster Manager**

**Department: Operations**

**Duration: August 2012 to July 2016**

## **Key Responsibilities:-**

- Brief hotelier about OYO rooms concept and policies and term-condition.
- New Hotel contracting as well as sales coordination.
- Achieve monthly target contacting hotels.
- Daily visit of contracted hotels on a daily basis by checking proper functioning and

standards.

- Re-locate guests to nearby or even other hotels in case of non-availability of rooms.
- Check inventory stock and place order for replacement, maintain good relations with Hotelowner's and Hotel's property manager.
- Handling Hotel Booking/Air-Road-Train Bookings for big events.
- I have to solve every query of hotel owner and management level staff.
- Mange hotels standards.
- Some time I have to handle every hotel Account and Reconciliation.

## **SKILLS**

- Microsoft office
- Email and corporate letter writing
- Business forecasting
- Sales team management

## **STRENGTHS**

- 
- Self-Confident
- Quick grasping capability
- Self-Motivated
- Email and corporate letter writing
- Positive attitude and hardworking
- No stage fear

## **HOBBIES**

- Travelling
- Playing Cricket
- Meditation
- Listening Music

## **PERSONAL DETAILS**

<b>Date of birth</b>	: 8 <sup>th</sup> october 1989
<b>Languages known</b>	: English Hindi and Gujarati
<b>Marital Status</b>	: Unmarried
<b>Nationality</b>	: Indian
<b>Current Location</b>	: Ahmedabad

## **Declaration**

I hereby declare that the information furnished above is true to the best of my knowledge.

**- Dhananjay Shukla**