

# BHAVIK J PRAJAPATI

Contact: +917878767671(M); ~ E-Mail: bhavikhim@gmail.com

Present Address: 305,Bhulabhai Park,IOC Road ,Chandkheda,Ahmedabad

---

---

## Seeking Managerial level assignments in / Sales & Marketing / Distribution Management

---

---

---

---

### Career Precise

A result oriented professional with *over 3 years in Marketing and Sales.*

A keen planner with proven abilities in devising strategies to augment business, streamline distribution networks, promote products for business excellence in achieving revenue and business growth objectives in highly competitive environments.

Expertise in creating and identifying opportunities; introducing, evaluating and recommending opportunities to the upper level decision makers.

An effective communicator with good presentation skills and abilities in forging business partnerships and establish beneficial relationships with channel partners.

---

---

### Core Competencies

#### Business Development / Marketing

Organizing promotional campaigns / presentations; focusing on brand establishment, new product launch & market penetration.

Conducting competitor analysis & competency mapping for keeping abreast of market trends and competitor moves to achieve market share metrics.

Identifying and developing new streams for revenue growth and maintaining relationships with customers to achieve repeat/ referral business.

Managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms.

#### Channel & Distribution Management

Recognizing and establishing financially strong and reliable channel partners for deeper market penetration; providing training & direction for ensuring quality performance.

Ensuring Primary and Secondary distribution for smooth functioning of the supply chain.

Re-engineering the Business Process of channel partners so as to ensure they are in line with the changing trends and updated to meet the future challenges.

Ensuring a long term association with channel partners to infuse a sense of pride and onus of responsibility to take on the Distribution process with zero defect attitudes.

#### Team Management

Recruiting, mentoring, training and development of the field functionaries to ensure sales, operational efficiencies and business growth.

Creating and sustaining a dynamic environment that fosters development opportunities and motivates high performance amongst Team members.

Inviting suggestions and plans from team members so as to ensure their participation in the Strategy Development Process.

Delegating work to the team with strong support so as to develop initiative and creativity among the team.

---

---

### **Organisational Experience**

**I have worked at Zenith Marketing as a Sales officer handling Reilance Communication and Reliance CDMA business.**

**Current working at Tech Mahindra Growth Factories (Saral Rozgar ) as a Business Development Manager**

---

---

### **Education**

Bachelor of Commerce in Gujarat University.

I.T. Skills: MS Office and internet.

---

---

### **Personal Profile**

Linguistic Abilities      English, Hindi, Gujarati

Above information is true and best of my knowledge.

Bhavik Prajapati