

Zalak Kavathiya

Business Development Manager – Sales & Operations.



About Me



6+ Years of experience

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June 02, 1994

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Ahmedabad, Gujarat.



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Marketing and Sales Professional

Seeking opportunities to implement my skills for the growth of the organization and simultaneously learn from it as well as continued progress toward innovation, perfection, and excellence.



Work Experience

POWERTECH SERVICES (a channel partner of multiple make Industrial UPS & Batteries, sales & Services).

Business Development Manager. (Dec 2021 – Current)

Ahmedabad, Gujarat.

- Achieving Business goals and Revenue targets.
- Planning, evaluating and optimizing sales targets to be efficient and cost-effective.
- Overseeing daily sales operations, managing budgets, and setting performance objectives.
- Ensuring Company standards and procedures are followed
- Coordination with internal departments & outside agencies such as vendors, contractor

SCHINDLER IND. PVT. LTD.

Sr. Account Executive – NI Sales. (Oct 2018 – Dec 2021)

Ahmedabad, Gujarat.

- Sales and inquiry generation from scouting activities
- Preparation of technical specification sheet, Technical bid, and Commercial bid according to customer and project requirements.
- Manage account portfolio and build long-term profitable relationships with the customer.
- Provide technical support to customers and involve in field sales and sales process.
- Coordination with internal departments & outside agencies such as vendors, contractor
- To be accountable for achieving project sales targets on time and within the given gross margin.

THYSSENKRUPP ELEVATOR INDIA PVT. LTD.

Management Trainee – Modernisation Sales (April 2017 – Oct 2018)

Ahmedabad, Gujarat.

- Inquiry generation from scouting activities & other sources.
- Inspection of old existing elevators and do survey report.
- Preparation of technical specification sheet, Technical bid, and Commercial bid according to customer and project requirements.
- Arrange Technical & Commercial documents for Bidding in Government tenders.
- follow up and handle project inquiries to final handover to clients
- Coordination with the project execution team till the project's completion.

Education

Master of Business Administration (Marketing)

Graduated, (2015 – 2017)

Department of Business & Industrial
Management,
Veer Narmad South Gujarat University
Surat, Gujarat.

Bachelor of Engineering (Electronics & Communication)

Graduated, (2011 – 2015)

BITS Edu Campus
Gujarat Technological University
Vadodara, Gujarat.

Professional Certificate and Affiliations

- Diploma Degree in International Business Management (2016-2017)
- “A” Certificate of Air National Cadet Corps.

Computer Proficiency

- MS – Office.

Languages

- English
- Hindi
- Gujarati

Professional Skills

- Sales Management
- Direct Sales
- Marketing Management
- B2B Marketing
- Channel Sales
- Operations Management
- Sales Process
- Customer Experience Management