


PRITESH KHUNT

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SUMMARY

- An independent and goal focused business development professional driven to exceed revenue objectives and drive business growth, excellent networking and lead development skills.

OBJECTIVES

- To accomplish the task and achieve the goals of organization by the use of good management, communication skill and smart work.

Corporate Experience

Business Development Manager | Kristar Lights (Ahmedabad, India)

Feb 2020 – Current

- Handling set of wholesale and retail dealers for LED lights and relevant products.
- Responsible for secondary sales and achieve sales targets.
- Identifying and educating prospective customers while supporting existing clients with information and assistance that relates to products and services.
- Monitored sales data to analyze previous transactions, gather valuable insight and smart decisions for future.

Assistant Manager | ICIC Bank Ltd (Himmatnagar, India)

June 2019 – Feb 2020

- Identifying and educating prospective customers while supporting existing clients with information and assistance that relates to products and services.
- Recorded daily operations, highlighting incidents and identifying trends for ongoing business improvements.
- Managed heavy daily workload of client meetings, reporting and administrative processing using exceptional multitasking and prioritization skills.
- Maintained excellent client relationships by helping them with applications and recommending appropriate deals.



Internship Experience

Sales Trainee | Nowfloats Technology Pvt Ltd (Ahmedabad, India)

June 2018 – August 2018

- Supported sales staff on client pitches, observing and implementing positive closing techniques.
- Followed up on suggested leads via telephone, quickly building rapport with key decision makers to set meeting with potential clients.
- Provide helpful, attentive sales support to generate positive customer feedback

Tasks/Activities:

- Market Research (lead generation)
- Conducting a meeting with prospects
- Demonstration and presentation of the product



EDUCATION

MBA (Marketing) | Oakbrook Business School (GTU)

Gandhinagar, Gujarat (2017-2019)

Percentage: 71.00 % (First class)

B.Sc. (Mathematics) | R.G.Shah Science College (Gujarat University)

Ahmedabad, Gujarat (2014-2017)

(Mathematics, statistics, Physics)

Percentage: 53.30 % (Second class)



Skills

- | | |
|-------------------------------|------------------------------------|
| • Positive learning process | • Territory and account management |
| • Time management skills | • Email marketing |
| • Team work | • sales and market development |
| • Self-motivated | • strategic decision making |
| • Strong verbal communication | • Microsoft Office |
| • Organized | (Word, Excel, Power-point) |



ADDITIONAL INFORMATION

- **Hobbies** - Listening songs, Watching Cricket, Travelling
- **Qualities** - Emotional intelligence, Learnability, Responsible and kind.
- **Industrial Visits at** - NSE, IOCL and Rexam Corporation, Ball industry in Mumbai.



PERSONAL DETAILS

- Nationality - **Indian**
- Date of Birth - **26 February, 1997**
- Gender - **Male**
- Languages known – **Gujarati, Hindi, English**

Permanent Address - **4 /Ganesh Tenements, Near Raghuvir vidhya vihar, Gopal chowk, Thakkarbapa nagar road, New Naroda, Ahmedabad, Gujarat.**



DECLARATION

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.