



# Kapindra Lohar

## SENIOR EXECUTIVE – CORPORATE DEVELOPMENT

### PROFILE

I am an excellent team leader & worker and am able to take instructions & suggestions from all levels and build up good working relationships with all colleagues.

### PERSONAL DETAILS

#### Address

E-1207, Arvind Aavishkaar, Naroda Rd., Ahmedabad (Guj.)-382345

### CONTACT

 [Kapindra25n@gmail.com](mailto:Kapindra25n@gmail.com)

 +91-8560970893

 <https://in.linkedin.com/in/kapindra>

 <https://www.facebook.com/kapindra25>

### WORK EXPERIENCE

#### ● Sr. Executive – Corporate Development

SHALBY LIMITED, AHMEDABAD

June 2021–present

- \* Visiting health check-up department daily, meeting clients and sharing visiting cards for increasing business network.
- \* Organizing health talks on a weekly basis.
- \* Organizing camps at banks, hotels, corporate etc.
- \* Organizing blood donation camps and events.
- \* Forwarding database and content for SMS blast or mails for awareness about any particular event.
- \* Submitting the MoU to legal department after a contract tie-up.
- \* Conducting CME in presence of particular specialty doctor.

#### ● Inside Sales Representative

JINTECH COMPUTER CARE, AHMEDABAD

April 2021–June 2021

- \* Generating and understanding the requirement of buyer (Government Bodies).
- \* Sourcing new sales opportunities through Gem (Government E Marketplace).
- \* Participating in dozens of bids per day, working with OEM, Government officer, preparing documents, submit the bid, qualifying prospects and closing sales.
- \* Experience working with tender portal.

#### ● Relationship Manager

NEXA–MARUTI SUZUKI, UDAIPUR

May 2018–June2021

- \* Assisting to generate sales through teleprospecting, cold call selling, lead generation, and other outbound marketing techniques.
- \* Assisted a monthly average of 100+ customers in selecting vehicles to match their budget and expectations.
- \* Built strong rapport with customers–earned 30% returning customers.
- \* Organized many outside events promoting the dealership. Delivered high-quality, professional presentations.
- \* Obtained loans for clients, provided insurance options, and finalized each sale.
- \* Develop sales strategies to maximise revenue generation.

#### ● Sr. Research Analyst

ARCGATE, UDAIPUR

Sept. 2014–March 2018

- \* Multi-task in number and variety of projects. Creative, proactive and self-directed professional. ArcGate is a U.S. Based IT and Outsourcing Company.
- \* Working knowledge of Analyzing Oil and Gas companies (Oklahoma & Texas State) Lease Document. These documents are used for land surveys and lease preparation.
- \* Work assignment to the resources-team, managing the team members, file compiling and file cleaning is done using Microsoft excel. Observations or summary of daily work done by the team is sent to client. Non voice interaction is done with the client regularly.
- \* Executive Identification: Used primary and secondary resources to research companies and identify executives as per the job specification. Identified executives at senior levels (CEO, CFO, COO, to EVP, SVP, VP and Directors).
- \* Digital Marketing, E-mail marketing, Social Media Marketing. a). Editing of company logo. b). Finding headquarter of the company. c). Is company active on Social Media–Facebook, Twitter, etc.
- \* Lead Generation. The tasks performed in the project are: a). Finding Owner of the Restaurant. b). Is restaurant currently running or Closed. c). Location / Address of the restaurant.

### EDUCATION

#### ● B. Tech – Computer Science (Rajasthan Technical University)

TECHNO INDIA NJR INSTITUTE OF TECHNOLOGY – UDAIPUR  
PERCENTAGE – 68.43

2010–2014

#### ● 12th – Science Stream (CBSE Board)

ALOK SR. SEC. SCHOOL – UDAIPUR  
PERCENTAGE – 62.80

2009–2010

#### ● 10th – (CBSE Board)

ALOK SR. SEC. SCHOOL – UDAIPUR  
PERCENTAGE – 72

2007–2008

### SKILLS

Sales and Marketing

Customer Service

Microsoft office

Microsoft Excel

Editing and Content Writing




Branding

Hospitality

Communication–Written and Verbal

Digital Marketing

### HOBBIES

-  Playing Badminton
-  Gyiming and Exercising
-  Travelling

### ACHIEVEMENTS

-  Won “Mr. NEXA” title on Sept. 2018 despite of newly working in automobile industry.
-  Got certified on May. 2019 and became “Nexa RM” at the dealership.
-  Got certified on Nov. 2019 and the certification session was by Maruti Suzuki India Limited.