**Abhijit Rajeshkumar Dave**

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**:: Personal Summary ::**

Business development manager from a technical background, with one years of invaluable managerial experience of working for multinational companies. Highly focused with a comprehensive knowledge and understanding of chromatography for the development of new products.

Currently responsible for product planning and execution including: Suggesting and prioritizing product according to customer requirements, defining the product vision, and working marketing and support departments to ensure revenue as well as customer satisfaction goals are met.

Possessing excellent written and oral communication skills including presentation experience to diverse audiences. Currently looking for a suitable position.

**:: Carrier History ::**

**Hi Lab equipment private limited**

**Business Development Manager (*April 2012 – Present*)**

Project management and coordinating work of staff of company. Also managing the product throughout gathering and arranging product and customer requirements, defining the product vision, and working closely with clients to deliver winning products.

**Duties**

* Planning and developing the right marketing strategy to get the product noticed by the target audience.
* Set product pricing for new product releases to meet revenue and profitability goals.
* Performing and arranging successful product demonstrations for customers.
* Market research and developing the core positioning and messaging for the product.

**Marketing Executive (*August 2011-March 2012*)**

Worked as marketing executive through extensive marketing of new products as well as increased brand awareness to the customers. Also maintained strong relationships with key contacts in existing accounts and develop new accounts. Liaise between the technical team and clients and worked to Identify market trends, gaps and niches. Leveraged my technical and industry-specific knowledge to develop strategic business development plans and B2B sales strategies.

**Duties**

* Business prospecting and bidding
* Conduct client presentations and negotiations
* Leveraged my technical and industry-specific knowledge to develop strategic business development plans
* Performed Hands on experiments on new products
* Maintained liaison between customers and technical team

**:: Professional Experience ::**  
  
Managerial

* Making sure that sales and marketing activities run smoothly and according to company policy.
* Effective leadership skills.
* Planning, directing and coordinating various aspects of the business.
* Proven ability to grow a business.

Business development

* Able to work closely with the technical persons and sales team to develop sales tools.
* Developing content for product and company collateral.
* Ability to chase up new business opportunities.
* Increasing brand awareness and bringing in new customers.
* Maintaining relationships with key clients.
* Excellent lead generation and development skills.

**:: Key Competencies and Skills ::**

|  |  |  |  |
| --- | --- | --- | --- |
| Price strategy |  | Product marketing | Business development |
| Sales and marketing |  | Project management | Customer relationships |
| Enthusiastic |  | Confident Attitude |  |
|  |  |  |  |

**:: Educational Summary ::**

**MASTER OF PHARMACY** (M. Pharm in Pharmacology) [*AUGUST 2011*]

Manipal College of Pharmaceutical Sciences, Manipal University, Karnataka, INDIA

Percentage: **76.62%** Grade: **Distinction**

**BACHELOR OF PHARMACY** (B. Pharm) [APRIL 2009]

Arihant School of pharmacy and Bio-Research, Gujarat University, Ahmedabad, Gujarat INDIA

Percentage: **73.3%** Grade: Distinction

**HIGH SECONDARY CERTIFICATE (H.S.C.)** [*MARCH 2005*]

GUJARAT HIGH SECONDARY EDUCATION BOARD (G.H.S.E.B)

Percentage: **76.62%** (Gross Total) and **80%** (Physics+ Chemistry+ Maths+ Biology)

Grade: **Distinction**

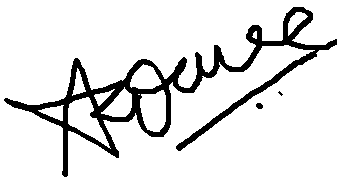
**SECONDARY SCHOOL CERTIFICATE (S.S.C)** [*MARCH 2003*]

GUJARAT SECONDARY EDUCATION BOARD (G.S.E.B)

Percentage: 86% Grade: Distinction

**:: References ::**

Will be provided when asked



Date: 14th September,2012

Place: Ahmedabad Sign