**Blessy Shroff**

**PERSONAL DOSSIER:**

Name: Blessy Shroff

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Language known: English / Hindi / Gujarati / French

**Professional Summary:**

Seeking good opportunity in BDE, BDM, Data Analyst, Public Relations, Digital Marketing, HR or Business Analyst profiles with a growth-oriented organization. **A BRIEF OVERVIEW** - A dynamic professional with nearly 3 years of experience. Comprehensive experience in communicating with the candidates as well as the clients through calls and different portals. Proficiency in screening candidates, Head Hunting, Sourcing, and LinkedIn Mapping. A keen implementer with demonstrated abilities in smooth functioning of overall project. An effective communicator with excellent analytical / logical skills and ability to relate to people at any level of the business and management.

**Key Skills**:

* Project Management.
* Software: MS Office (Word, Access, Excel, PowerPoint).
* Teamwork Skills.
* Problem Solving.
* Communication Skills.
* Strategic Planning.

**Employment History:**

**Ahmedabad Film City (Iceberg)**

**Business Development Manager July 2021 to Present**

* Business Development- Identify companies by creating databases, research their business, financial and media needs; focus to get larger deals in marquee companies; generate fresh business leads; make innovative pitch presentations; structure win-win proposals, evaluate follow-on visits to prospective clients and design target achievement strategy in order to explore the full potential of assigned verticals.
* Deal Making & Closure - Prospecting, structure deals, including valuation and negotiation; monitor financial performance of signed deals, troubleshoot problems; ensure legal agreements mirror the commercials; coordinate with concerned teams; perform due diligence, achieve Trimester and Annual Deal Targets and look into Exits. Also, front-end consumption of ads by closely working with the consumption team and the customer.

**Relationship Management:** Maintain relationship with key position holders of existing and prospective clients and maintain rapport with internal departments like Sales, Legal, Marketing strategy with a long-term perspective and to achieve client satisfaction.

* Maintain regular touch with customers to add value to existing relationships - creative ideas, new thoughts etc**.**

**Industry & Market Intelligence:** Keep abreast with developments of the sector and create opportunities for Brand Capital - Should be aware of market dynamics and analysis and assess opportunities, threats, and solutions.

Be part of corporate strategic initiatives to start new products/businesses, grow existing ones, thought leadership, ideas.

**QX Global Group (QX LTD) Sept 2021 to Jun 2021**

**Sr Recruiter**

* Screening candidates at the initial stage.
* Calling doctors on daily basis.
* Making their files compliant.
* Finding relevant jobs and providing the best opportunities.
* Building relationship with client

**Interactive Manpower Solution (IMS People) Jul 2019 to Jul 2020**

**Recruiter**

* Posting job openings on various website, MAT & Talisman.
* Responsible for handling full life cycle recruiting (handling sourcing, Screening, CV formatting, Interview scheduling)
* Screening candidates at the initial stage.
* Scheduling Interviews.
* Head Hunting & Sourcing.
* Interviewing and assessing prospective applicants & matching them with vacancies at client companies.
* Making arrangements for the advertisements of vacancies.
* Building relationships with clients.
* Worked for a project that included invigilation for the test conducted online by Amazon.
* LinkedIn mapping for different locations, finding the proper candidates as per the requirement.

**Enrichment Activities:**

* Participated in events like International DIATHON 2015 by AIESEC.
* Volunteered for Admission Process 2016 at School of Liberal Studies, PDPU.
* **International Internship** - Undertaken international internship for a period of 3 months with AIESEC to Russia.
* Job Internship at Prolific Research for 6 months to work as an Analyst into research sector and to maintain international clients with given protocols.

**Scholastics:**

2020-2022 Perusing MBA from LJ University.

2019 B.Com (Hons) from Pandit Deendayal Petroleum University (PDPU), Gandhinagar. Secured 7.43 CPI.

2015 12th from Hebron High School Ahmedabad. Secured 75%.

2013 10th from Hebron High School Ahmedabad. Secured 82%.