**JINAAL DOSHI**

**Objective:-**

Business Development Manager firmed to meet sales objectives on regular basis by using strong interpersonal communication, presentational and organizational skills.

**Work Experience:–**

**Company:- Supersil Arhitectural Prdocuts Pvt. Ltd.**

**Designation: - Sales & Marketing Manager. (Jan 2020-March 2020)**

**Roles & Responsibilities:-**

➢ **Handling Direct sales for building materials.**

➢ **Making Quotations and Follow-ups for same.**

➢ **Searching for new clients and meet them for the introduction of our products.**

**Company:- Aqua Filsep Inc**

**Designation: -Business Development Manager. (Feb 2011-Dec 2019)**

**Roles & Responsibilities:-**➢ **Handling industrial Sales related to Industrial water treatment plants.**

➢ **Planning for marketing trips and executing the sales promotion in different cities.**

➢ **Handling online marketing for products such as sending introductory letters to related companies and organizing meeting with them for the product sales.**

**Company:-Xpertz Advertising, Events and Advertising (June 2010 to Jan 2011)**

**Designation: -Sr. Client Servicing & Operations Manager.**

**Roles & Responsibilities:-**

➢ To handle the existing clients as well as search for new potential customers.

➢ Handled the project Ahmedabad Fashion Week arranged for buyers,desingers and searche potential sponsorers for the event.

**Company:-Idea Unlimitted (January 2009-August 2010)**

**Designation: - Event Coordinator.**

**Roles & Responsibilities:-**

➢ To handle events from starting to the end, execution of events, and and all types of work related to this line.

➢ Handled backstage management for fashion shows, coordination for weddings, production for events, client servicing.

**Events Portfolio:-**

➢ Did a corporate event at Trident Hotel for the tour operators and was a Game coordinator there.

➢ Did coordination work for a Wedding event at Intercontinental the Lalit for Event Solutions.

➢ Did production work for Cartoon Network Toon Cricket with Fountainhead Promotion and Events Pvt Ltd.

➢ Standard Charted Mumbai Marathon 2011 (Operations & Production).

➢ Wedding event at Udaipur for Horizon handled transportation department.

➢ Bryan Adams India Tour 2011 (Production & Security).

➢ Wedding at Udaipur with Red Events (Hospitality).

**Special Skills: -**

* Oral and Written Communication
* Multicultural Understanding
* Leadership
* Problem Solving
* Event Planning & Management
* Quality Maintenance
* Creative Talent
* Continuous Improvement
* Decision Making

**Qualification Overview: -**

• Determined to meet expectations and willing to perform effectively and efficiently.

• Winning in communicating with populace at each level and with the other departments as required to best serve customer.

• Excellent ability to efficiently and effectively convey presentations to large and small groups.

**Educational Qualifications:-**

   

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **DEGREE** | **BOARD/UNIVERSITY** | **INSTITUTION** | **CLASS** | **YEAR OF PASSING** |
| **B. Com** | **Gujarat University** | **New LJ College of Commerce** | **Second** | **2007** |
| **H.S.C.** | **Gujarat Central Board** | **ST.Kabir School** | **Second** | **2002** |
| **S.S.C.** | **Gujarat Central Board** | **ST.Kabir School** | **First** | **2000** |

**Professional Courses:–**

➢ Successfully completed Post Graduation Diploma in International Business Management from HLCPE from Ahmadabad in 2008.

➢ Post Graduate Diploma in Advertising, Media and Events from NIEM (National Institute of Event Management) in 2010-11, specialized in Advertising.

**Personal Details:-**

Permanent Address : E/9 Jadarshan Flats, Opp. Natraj Theatre, Ashram Road, Ahmedabad-380009.

Date of Birth: 06th March, 1986

Relationship Status : Married

Telephone : +91-9712916663 (M) +91-26580142 (R)

Email :jinaaldoshi@gmail.com

Hobbies : Acting, Dancing, Listening to music, Watching movies etc.

