Rahul Joshi

Contact No.- +91 7698136416 / +91 8200345373

Email- [Rahuljsh65@gmail.com](mailto:Rahuljsh65@gmail.com)

Professional Experience-

I started my career in May 2015. Now I Have experience in various industries like in Human resources in IT recruitment, IT software industry in software sales and in Quality Certification services.   
Currently working in International Market which includes Middle East, Europe, and Asia Region.  I also do post and designing for brand promotion and social media marketing for current Organization.

About Currant Company-

Indiawin Technologies are based on Ahmedabad location and experienced and experts at creating and delivering mobile and web app development and designs for clients.

Work Experience –

**Jun 2022 and continue….**

**Indiawin tech pvt ltd – Sr business dev. Manager**

Role and responsibility:

* Increase Sales Volume by Expanding product line to  
  new clients, including different courses to pitch the  
  client
* Maintained long-term relationships with clients and  
  found new ones by identifying needs and offering  
  appropriate services.
* Delivered engaging sales presentations to new  
  clients, to promote features and increase client base.  
  Bidding in various online earning platforms  
  Expert in LinkedIn, Upwork, Freelancer, Truelancer etc.
* Managing Social media Accounts
* Client communication and relation handling  
  Building client base and getting in touch with them  
  Marketing strategy development
* Prepare estimation and share with client.

**1st Nov 2019 to May 2022**

Company Name: Verger Global Pvt ltd

Designation : Business Development Manager.

Role and responsibility:

Successfully offers superior advisory services to international brands to cover all facets of product regulatory requirements in the MENA region Asia and Europe Market covering entire value chain from R&D to Consumer Markets encompassing, Textiles, FCM, Building Materials, leather, Automotive Spare Parts & Lubes etc.

In Organization, I stayed in the Dubai office for 7 months and that team was developed and provided training for sales. Shifted to India office after new office was opened and then appointed here to develop india team.

* I Product Compliance I I Product Management I Technical Support
* Attend exhibition globally and in domestic market to meet our business prospect.
* Supporting sales and lead generation efforts.
* Assisting with generating new business
* Send Bulk email and send reminder to existing and new clients.
* Identifying opportunities for greater profits
* Coordinating with client from start to finish the product certificate process.
* Team Daily Reporting
* Lead sourcing from Google, LinkedIn references and using other platforms to onboard client for business.
* Handled team and approaching the client in international market in Asia, middle east, and Europe region.
* identify key person in client companies to cultivate profitable relationships
* reporting to managing director.

**26th Jun 2018 - 31st Oct 2019**

Relyon Softech Limited – Sr. Business Development Officer

Role and responsibility:

* Building positive relationships with customers
* Assisting with generating new business
* Identifying opportunities for greater profits
* Arranging software demo and provide training of use.
* Understand customer needs and develop plans to address them
* Identify key staff in client companies to cultivate profitable relationships
* Resolve customer complaints quickly and effectively
* Forward upselling and cross-selling opportunities to the sales team
* Promote high-quality sales, supply, and customer service processes
* Aim to preserve customers and renew contracts
* Approach potential customers to establish relationships  
  Gain solid knowledge of competitors

**20th June 2017 - 25th June 2018**

Company Name: Webtel Electrosoft pvt ltd

Designation : Relationship Manager

Role and responsibility:

* Building positive relationships with customers
* Assisting with generating new business
* Identifying opportunities for greater profits
* Understand customer needs and develop plans to address them
* Identify key staff in client companies to cultivate profitable relationships
* Forward upselling and cross-selling opportunities to the sales team
* Aim to preserve customers and renew contracts
* Approach potential customers to establish relationships  
  Gain solid knowledge of competitors

**11th May 2015 to April 2017…**

Company Name: Forret India pvt ltd

Designation: Sr. Resource Specialist

About Company -

Forret India a leading professional service giving company that helps organizations improve performance through effective people. The effective relationship between the employer and employee is the key to any organizational structure.

Our core competency is in field of HR consultancy and Recruitment solutions. Forret India is a professionally managed Recruitment Consulting Company focusing on the growing needs of staffing solutions like Permanent Staffing, Temporary Staffing, Executive Search and Assessment Center in the field of HR.

Role and responsibility:

* Interfaced with clients requiring staffing services to determine number of hires, salary, positions, and job descriptions for short-term and long-term temporary employees.
* Sourced resumes to select best qualified candidates and interviewed candidates to better assess qualifications and ascertain personality, personal character, and work ethic.
* Contacting candidates, following-up with candidates, and managing candidate pipeline according to client's requirement.
* Scheduling interviews, briefing, and debriefing candidates before and after interviews.
* Maintaining timely documentation of all conversations with candidates within our internal database.
* Assisting in generating leads from conversations with candidates.
* Presenting candidates to our management team applying high quality standards.
* Posting job descriptions on job boards and tracking posting status and results.

Skills –

Good knowledge of technical side

Manage MIS or generate report day to day or weekly or monthly.

In touched with teamwork or event activity.

Good command on link din and in lead generation.

Digital Marketing and brand promotion.

Extra Activities –

1.5 yrs. Good Experience in Event management.

Awarded by host of the year (2015-2016)

Education

HSC from RBSE 2008

SSC from RBSE 2010

Bachelor of business administration from SPU 2014

Date - Sign -

Rahul Joshi