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Objective:

Seeking a position as a business development manager where extensive experience will be further developed and utilized with the best efforts and knowledge to attain the organizational goal.

Work Experience:

✓ **Convergys India Private Limited (7th Oct 2014 - 3rd March,2015)**

Worked as a **business development and sales executive** for the UK clients. The work profile included cold calling and mailing to sell restaurant network services and then to the customers in UK.

✓ **New Dimensions Private Limited (9th March,2015 - 7th October,2016)**

Worked as a **business development manager in commercial leasing sector**. Core role was for tie-up with top notch restaurant chains and scouting new locations for expansion of their branches PAN India. Agreement and licensing for the restaurants after short listing of locations. Maintaining further client relationship after the closure.

✓ **Jubilant Consumer Private Limited (10th October,2016 – 28th April,2018)**

Worked as a **business development manager**. As Jubilant is already got two successful chains i.e. Domino's Pizza and Dunkin Donuts as their master franchise. This vertical of Jubilant group is into production of gravies, purees, pastes, sauces and we are the exclusive suppliers of cut veggies and fruits for Dominos Pizza, Pizza Express, Soda Bottle Opener Wala and several five star hotel chains. Our other Qsr Go Gourmet is the first brand of food chains that is owned by Jubilant having 15 kiosks and Café in Delhi NCR and expanding to other cities that is into healthy foods and calorie based cut fruits, sandwiches, wraps and juices.

Core Roles and Responsibilities:

- Scouting and identification of potential market for **supplying packed gravies, fruit concentrates and purees, cut veggies and pastes.**
- **Market analysis of online/offline sales of the competitor brands** in a particular area and also **catchment evaluation of complete locality to get the target clientage.**
- **Closure of agreements and other documentation** with the clients.
- Working closely with the production and operations managers for **developing new sales trends and getting corporate sales and international sales.**
- **Checking and approving daily indent by analyzing sale trend.**
- **Coordination with Project team and store team** to fulfil any requirement of store.
- **Customization of daily deals and offers for online and offline sales** with marketing team and online partners.
- Maintaining **MIS for daily sales and project related work MIS.**
- **Coordination with vendors along with Purchase team for purchasing material** for stores.
- **Handling and controlling team of complete customer care department for customer care department for customer order, feedbacks and complaints.**
- **Managing website (i.e. www.gogourmet.in), Zomato, Food Panda, Swiggy and Uber Eats.**
- Conducting **reviewer's activity to increase store ratings on online portal.**
- Generating **new leads for food subscriptions, bulk orders and ODCs** and handling the **overall project related and operation for the events.**
- Reporting to the Operations manager, COO and Director of Company.

✓ **K Hospitality Pvt Ltd. (2nd July 2018- 17th February 2019)**

- Joined as a **Manager-Business Development.**
- Major role is to **tie up with corporates for setting up cafeteria arrangements and counters at their premises.**
- **Maintaining relationship with existing corporate clients and increasing the corporate sales through various marketing strategies and growth plans.**
- Coordination of ongoing projects at **Yash Raj Films, Reliance, Piramal Business Park and IIFL.**
- **Setting up and maintaining over all operations for F&B** at our Mumbai location outlets.

- Scouting out new **locations for setting up food chains, Restaurants, cafes and bars** Pan India

✓ **Rivigo Services Private Limited (19th Feb 2019 – till date)**

- Joined as a Manager-Business Development (Maharashtra and Goa Region)
- Responsible for prospecting and closing on assigned accounts/territories and for managing the relationship with key accounts and maximizing all opportunities through those accounts.
- Developing and fostering business relationships with all customers.
- Working with senior management, operations and sales teams domestically to recommend sales and marketing strategies and programs that helps achieving targeted growth, profit and market share relative to corporate goals in the industry.
- Profile included to get the tie ups done for providing end to end logistic support in cargo service to the manufacturing and distribution units across Maharashtra and Goa.
- Contracting for logistics support with Major Automotive Players including Tata Motors, Writgen, Audi, Unilever , Landrover JLR India etc.
- Maintaining relationship with clients and managing a portfolio of 69 national accounts with average monthly revenue of 4.25 crores.
- Responsible for collections as per the deadlines of contract.
- Managing teams spread across Maharashtra and Goa responsible for the sales, collections, hunting and farming of new clients.

Qualifications:

- Completed 6 weeks of **insurance sales internship in IDBI Federal Bank** as a part of major project.
- 10th from CBSE Board from Lovely Public Sr. Sec. School in 2009
- 12th from CBSE Board from Lovely Public Sr. Sec. School in 2011
- Graduated in Bachelors of Business Administration from Institute of Information Technology (IITM) and Management affiliated by Guru Gobind Singh Indraprastha University.
- PGDM in Sales and Marketing from Institute of Management and Technology (IMT Ghaziabad).

Interests and Achievements:

- Played under 18, under 17 basketball Nationals for Delhi Team.
- Awarded 1ST Prize by Delhi Development Authority (DDA) for interschool Delhi NCR Basketball championship.
- Honored for the most result oriented employee in GoGourmet(By Jubilant Consumer).