

Professional Summary

Results-driven Business Development Executive with 18+ years of experience in driving growth, leading cross-functional teams, and fostering strategic partnerships in the building industry's electrical products segment. Proven track record of success in sales, marketing, and team management, with an MBA in Marketing from the University of Pune.

Professional Experience

Senior Vice President - Business Development (BD09)

Inazuma.co | January 2020 - Present

Director - Business Development

ElectroSpark Inc. | June 2015 - December 2019

Key Achievements:

- Grew sales by 40% within the first two years through strategic partnerships and market research.
- Successfully managed a team of 8, resulting in a 30% increase in team productivity.

Responsibilities:

- Developed and executed business development strategies.
- Led cross-functional teams for project implementations.

Senior Manager - Sales & Marketing

PowerTech Solutions | March 2010 - May 2015

Key Achievements:

- Increased market share by 25% through competitive analysis and targeted marketing campaigns.
- Improved customer satisfaction ratings by 20% through enhanced customer service initiatives.

Responsibilities:

- Managed sales and marketing teams.
- Conducted market research for product development.

Business Development Manager

EcoEnergy Systems | August 2005 - February 2010

Key Achievements:

- Secured new business deals worth \$1 million in the first year.
- Developed and maintained key client relationships.

Responsibilities:

- Identified new business opportunities.
- Negotiated contracts with clients.

Education

Master of Business Administration (MBA) in Marketing

University of Pune | 2005

Technical Skills

Business Development & Management:

- Key Account Management
- Business Development
- Sales Management
- Team Management
- Management
- New Business Development

Marketing & Sales:

- Marketing
- Sales
- Competitive Analysis
- Market Research

Soft Skills:

- Negotiation
- Customer Service
- Distributed Team Management
- Recruiting