

COVER-LETTER

Dear Sir,

Please find my CV attached for your kind perusal. The application is for the vacant and the open position in your esteemed Group.

I am dual Graduate with total 7 years of work experience in Marketing, Management / Industry /Team Leading / Business Development & Sales. Currently I am working as Business Development Manager in a Service Provider Firm having business relations with clients in Oil & Gas, Petrochemicals, Power, Cement, Chemicals, Power Industries, Tyre, Manufacturing and Textile etc.

I am fast and accurate in work, with a keen eye for detail and I should be very grateful for the opportunity to progress to my marketing skills. I am able to take on the responsibility of this position immediately, and have the enthusiasm and determination to ensure that I make a success of it.

My detailed profile is attached along with:

I have worked with following organizations:

1. M/s. EMF Electric – May 2017 – Till Date
2. M/s. Team Myriads IT Pvt. Ltd. – March 2015 – March 2017

I welcome the opportunity to discuss more with you about how my past achievements at EMF can translate into similar success at your organization

I am sure that my profile suits the requirement & I get an opportunity to work in your esteem organization.

Thanks & Regards

Chitesh Pimparkar
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CHITESH PIMPARKAR

BUSINESS DEVELOPMENT PROFESSIONAL

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PROFILE SUMMARY

- Proficient in providing strategic leadership to the brand and voice to drive deeper and broader relationship with consumers across product lines and business models
- Highly skilled in offering excellent customer service lead generation and CRM strategies to drive inquiries to acquire and retain new and existing customers & generate traffic and increase revenue.
- Analytical with strong business acumen. Create initiatives to drive sales in director consumer capacities and retail channels successfully. Manage full PRL responsibilities for companies with multi-million revenues
- Skilled in market trend analysis to identify new business opportunities and generate revenue streams
- Experienced at conceptualizing and executing on multi-channel campaigns
- Demonstrated ability in managing content and updating for customer and internal touch points establishing budget guidelines participating in events documenting business proposals and providing additional sales support
- Accomplished add gathering customer and market insights to inform outreach strategies increase customer conversions and generate more qualified leads and identifying effectiveness and impact of current marketing initiatives with tracking analysis and optimize accordingly

CORE SKILLS

- | | | |
|---------------------------------|------------------------------|-----------------------|
| • MARKET RESEARCH & STRATEGY | • TEAM LEADERSHIP | • CRM |
| • COMMUNICATION | • VALUE SELLING | • SAY TO DO |
| • TECHNICAL & ANALYTICAL SKILLS | • NEGOTIATION | • NEGOTIATOR |
| • TEAM BUILDING | • CLIENT RELATION | • PUBLIC RELATIONS |
| • TARGET ORIENTED | • BUSINESS DEVELOPMENT | • TARGET ACHIEVEMENTS |
| • BUSINESS TO BUSINESS (B2B) | • BUDGETING & ALLOCATION | • SEO/SEM |
| • PERFORMANCE TRACKING | • MARKET RESEARCH & STRATEGY | • TEAM PLAYER |

EXPERIENCE



**M/S. EMF ELECTRIC (AUTHORISED SERVICE CENTRE OF CGL)
BUSINESS DEVELOPMENT MANAGER**

MARCH 2017-TILL DATE

- **Company Profile -**
- An ISO Certified Company expertise in Repairs/ Rewinding, Online Condition Monitoring, On Site/ Off Site Overhauling, Partial Maintenance, Mechanical Repairs, Testing of Transformers, LT/HT, D.C. Motors, Generators.
- The company has been carrying out, Transformer, Turbine Generator, HT motor rewinding jobs, refurbishing, overhauling and Testing jobs.
- **Roles and Responsibilities -**
- Generating leads
- Developing quotes and proposals.
- Meeting or exceeding sales goals.Negotiating all contracts with prospective clients.Helping determine pricing schedules for quotes, promotions, and negotiations.
- Preparing weekly and monthly reports.
- Understanding and promoting company programs.Obtaining deposits and balance of payment from clients.
- Visiting clients and potential clients to evaluate needs or promote products and services.Maintaining client records.Answering client questions about credit terms, services, prices and availability.
- Develop pricing strategies, balancing firm objectives and customer satisfaction.
- Establishing budget guidelines, participating in events, documenting business processes, and providing additional sales support
- Keeping an eye on the tenders publishing on daily basis for motors, transformers and generators and note down tender due date, project start and end date, tender submission instructions/requirement and mode of submission.
- Collate tender information and references from various sources such as online search engines, industry and market intelligence data etc., which are needed for submission

- To monitor and ensure that tender submission due dates are strictly adhered to, including the checking, binding, packing and preparation of outgoing submissions.
- Reviewing tender documents, scope of works, checking the feasibility for qualification, financial criteria, preparing presentations, risk matrix, information to top management to get approval for bidding.
- Preparing of technical & commercial bids as per the tender requirements.
- Respond to incoming Requests for Information (RFIs), Requests for Proposals (RFPs), Request for Quotation (RFQs) in a professional and creative manner
- Developing quotes and proposals
- Negotiating and renegotiating by phone, email, and in person
- Ensure the reparing & submission of tender and contract documents within time.
- Provide regular feedback to senior management about marketplace and competitor activity
- Contacting clients to inform them about new developments in the company's Services/ products
- Consult with concerned personnel on service specifications
- Compile lists describing product or service offerings.
- Use sales forecasting and strategic planning to ensure the sale and profitability of services, analyzing business developments and monitoring market trends.
- Edited editorial photos for clients and magazines, and social media posts
- Consult with buying personnel to gain advice regarding the types of products or services expected to be in demand.
- Conduct economic and commercial surveys to identify potential markets for products and services.



M/S. TEAM MYRIADS IT PVT. LTD.

MARCH 2017-TILL DATE

**INTENTIONAL SALES REPRESENTATIVE
(NORTH AMERICAN & SOUTH AMERICAN PROCESS)**

Company Profile -

- Outbound Sales/ Up-Sales/ Cross -Sales of Security Products of ADT Securities Ltd. An American company that provides residential, small and large business electronic security, fire protection, and other related alarm monitoring services throughout the United States. The corporate head office is located in Boca Raton, Florida. U.S.A

Roles and Responsibilities -

- Contact potential or existing customers to inform them about a product or service using scripts
- Answer questions about products or the company
- Ask questions to understand customer requirements and close sales
- Direct prospects to the field sales team when needed
- Enter and update customer information in the database
- Take and process orders in an accurate manner
- Handle grievances to preserve the company's reputation
- Go the "extra mile" to meet sales quota and facilitate future sales
- Keep records of calls and sales and note useful information

SKILL SET

SOFT SKILLS

- COMMUNICATION
- CREATIVE THINKING
- AESTHETIC SENSIBILITY
- STORY TELLING
- PROBLEM SOLVING
- NEGOTIATION
- BIDDING
- DIRECT MARKETING
- PUBLIC RELATIONS
- TERRITORY MANAGEMENT
- PITCH CREATION
- PROBLEM SENSITIVITY
- PUBLIC SPEAKING
- ACCOUNT MANAGEMENT
- GO TO MARKET STRATEGY

TECHNICAL SKILLS

- SEO/ SEM
- CRO
- PPC
- SOCIAL MEDIA MARKETING
- E-MAIL MARKETING
- FUNNEL MANAGEMENT
- CRM
- DATA VISULIZATION
- CMS TOOLS
- VIDEO & PPT PRODUCTION

CERTIFICATIONS

- CERTIFIED IN MARKETING COMMUNICATION & STRATEGIC FUNCTIONS
- CERTIFIED IN PRINCIPLES OF MANAGEMENT
- CERTIFIED IN FRICTION-LESS SALES
- CERTIFIED IN CUSTOMER RELATIONSHIP MANAGEMENT
- CERTIFIED IN FUNDAMENTALS OF DIGITAL MARKETING
- CERTIFIED IN INBOUND SALES
- CERTIFIED IN ELEMENTS OF AI (ARTIFICIAL INTELLIGENCE)
- CERTIFIED IN GROWTH DRIVEN DESIGN FRAMEWORK

EDUCATION

- BACHELORS OF SCIENCE
JNU
- BACHELORS PROGRAMME IN BUSINESS ADMINISTRATION
RTMNU

IT FORTE & SKILLS

- SAP
- MS-CIT
- TALLY ERP 9.0
- C++
- C-PROGRAMMING

PERSONAL DOSSIER

Date of Birth	:	27th May 1994
Father's Name	:	Mr. Rajnikanth Pimparkar
Mother's name	:	Mrs. Prajakta Pimparkar
Address	:	Rai Town, B1/406, Opp. to V.I.P Industries, Hingna Road, Ngp, 16.
Languages Known	:	English, Marathi & Hindi
Hobbies	:	Web, Music, Cricket, Books.

CHITESH PIMPARKAR