

# Labhesh Sutar

## Business Manager

---

### Labhesh Sutar

Kalwa  
Thane, 400605

9967421206  
labhesh.sutar@gmail.com

---

### Skills

---

Leadership, Management, Interpersonal Skills, Business Management, Planning and control, Relationship Management, Efficiency

---

### Experience

---

#### CXO SYNC / Business Manager

JAN 2019 - JUNE 2020, MUMBAI

- Maintained up-to-date knowledge of products and performed competitor analysis.
- Revived inactive accounts by calling on dormant clients, inviting them to events and updating them on product lines
- Developed relationships with senior decision makers (incl. CEOs, CFOs, CMOs, or VPs) within potential clients.

#### BYJUS / Business Development

MAR 2017- DEC 2018, NAVI MUMBAI

- Collaborated with business development, marketing, and product departments on the creation of competitive concept proposals
- Developed new service offerings based on detailed and documented insights of market and client needs
- Managed and maintained a structured analysis of target markets, clients, and documentation in the CRM system.

#### ARYATECH ENGINEERING / Senior Technical Engineer

AUG 2010- AUG 2013, MUMBAI

- Provide technical expertise or support related to manufacturing
- Troubleshoot new or existing product problems involving designs, materials, or processes
- Prepare documentation for new manufacturing processes or engineering procedures

---

## ***Education***

---

### **Welingkar Institute of Management / MBA**

2014 MAR- 2016 MAR, MUMBAI

MBA/PGDM with First class in 2016 at 66%

### **Datta Megh college of Engineering / Chemical Engineering**

JUNE 2006 - JUNE 2009, NAVI MUMBAI

Chemical Engineering in 2009 with First class with Distinction at 75.25%

---

## ***Awards***

- 
- Received 3 rd prize in Heat Exchanger Design at National Level Event organized by Indian Institute of Chemical Engineers & Department of Chemical Engineering – TSE