

Krishna Kothari

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Mumbai

BUSINESS DEVELOPMENT MANAGER

Ambitious and driven Business Development Manager with over 4+ years of experience in sales, marketing, and client relationship management. Proven expertise in creating strategic plans, building profitable long-term client relationships, and adapting to diverse business needs. Skilled at generating new business and managing key accounts. Seeking an opportunity to leverage my skills and expertise for the growth of a dynamic organization.

KEY COMPETENCIES

- Business Development
 - Client Relationship Management
 - Event Representation & Networking
 - Sales & Marketing
 - Digital Marketing
 - Cross-functional Collaboration
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PROFESSIONAL EXPERIENCE

The Minimalist

2022 - Present

Business Development Manager

- Onboarded high-profile clients, including Amazon, Nykaa, IndusInd Bank, Give India, Dr. Batra's, Cornitos, among others.
- Managed key client relationships, prepared commercial proposals, and coordinated with cross-functional teams to deliver tailored pitch decks.
- Represented the company at marquee events such as Brand Equity and IAMAI, networking to generate significant business opportunities.

Tikitar Group of Companies

2020 - 2022

Business Development Executive

- Cultivated and strengthened relationships with architects, realtors, and consultants, resulting in major project wins for Walmart Chennai, ABB Bangalore, JP Morgan Chase, and Netflix Mumbai.
- Expanded the company's market presence by collaborating with clients in Delhi, Bangalore, and Dubai.
- Organized webinars and developed social media strategies to enhance online connectivity and visibility.

The Wedding Trunk

2019 - 2020

Intern

- Conducted client research and gathered requirements for personalized hampers and events.
 - Coordinated with vendors and managed social media accounts, posting daily to increase engagement.
 - Identified target markets and boosted social media engagement with innovative strategies.
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EDUCATION & CERTIFICATIONS

Graduate Degree in Arts

Economics Major, Commerce Minor)
Ramnarain Ruia College – Mumbai

Higher Secondary Education

Ramnarain Ruia College – Mumbai