

Girish Kulkarni

BUSINESS DEVELOPMENT EXECUTIVE

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📅 22-May-2001

📍 Old adarsh colony chidri road Bidar 585401 Karnataka India

📌 Summary

Results-driven Business Development Executive in driving revenue growth and expanding market reach. Skilled in identifying new business opportunities, building strategic partnerships, and negotiating key contracts. Strong communicator with a proven ability to align sales strategies with company objectives and deliver customer satisfaction.

📌 Experience

- **S K cardboard industry**

Feb 2023 - Mar 2024
(1 Years,1 Months)

Manager

As a manager, I was responsible for overseeing and leading the team, including managing the hiring process. I ensured smooth operations by conducting daily attendance and maintaining accurate records. Additionally, I played a key role in managing sales activities, driving performance, and ensuring targets were met efficiently.
- **Helpert**

Apr 2024 - Jul 2024
(0 Years,3 Months)

Business Development Intern

Assisted in the development and execution of strategic business plans to drive growth.
- **Helpert**

Jul 2024 - Jan 2025
(0 Years,6 Months)

Business Development Executive

As a Business Development Intern at Helpert, I was later promoted to the position of Business Development Executive. During my tenure, I played a key role in increasing engagement across the platform. I conducted thorough market research to understand industry trends, competitor strategies, and customer needs. This research helped in identifying both the strengths and areas of improvement for Helpert. Additionally, I worked closely with experts on our platform, providing insights and strategies to enhance their engagement, ultimately driving greater interaction and value for both users and the company.

📌 Education

- **Guru Nanak First Grade Degree College**

Jun 2020 - Sep 2023

Skills

- Sales • cold calling • Client relationship • Lead Generation • Ms office
- Market research • Tally.ERP 9

Languages

- English • Hindi • Kannada

Project

Study on Effectiveness of marketing on sales of Aprilia motors

Done a detailed research on effectiveness of marketing on sales of Aprilia motors. Interacted with customers of Aprilia motors and found out that most of them are satisfied with the product and service. Eventually it helped Aprilia motors in identifying the problems which customers were facing.

Certifications

Diploma In Computer Financial Accounting

Self declaration

The information furnished above is true and complete to the best of my knowledge.