

# VIPIN RAO

## BUSINESS DEVELOPMENT MANAGER

Satellite, Ahmedabad (380015) | 9982238726 raovipin2001@gmail.com

### SUMMARY

Results-driven sales professional with strong client relationship & account management skills. Proven ability to drive business growth. Seeking a challenging role.

### TECHNICAL SKILLS

Negotiation	Account Management	Research
Tally	Presentation	Business Development
Microsoft Office	Client Retentation	Leadership

### PROFESSIONAL EXPERIENCE

<b>Freshneer Foods &amp; Services Pvt. Ltd- BDM</b> <ul style="list-style-type: none"><li>Drove revenue growth by acquiring new clients.</li><li>Provided comprehensive solutions for retail partners</li><li>Engaged clients to boost brand awareness and partnerships.</li><li>Successfully onboarded and supported 100+ clients.</li><li>Rapidly promoted for exceeding sales targets.</li></ul>	<b>May 2024 - Jan 2025</b>
<b>SHREE RAM REALITY - SALES EXECUTIVE</b> <ul style="list-style-type: none"><li>Proactively sourced and qualified potential clients through various channels.</li><li>Conducted property tours, presented compelling sales proposals, and provided excellent customer service throughout the sales process.</li><li>Negotiated and closed deals effectively, ensuring client satisfaction and maximizing profitability.</li></ul>	<b>Jan 2023 - Apr 2024</b>
<b>ACORN UNIVERSAL CONSULTANCY LLP- PRICING ASSISTENT</b> <ul style="list-style-type: none"><li>Researched competitive pricing.</li><li>Implemented pricing strategies.</li><li>Real-time price adjustments.</li><li>Improved sales and secured priority buys.</li></ul>	<b>Aug 2022 - Dec 2022</b>

### EDUCATION

<b>Bachelor of Commerce</b>	<b>Jun 2018 - Jul 2021</b>
Bhikhabhai Jivabhai Vanijya Mahavidyalaya, Anand-Gujarat	

### ADDITIONAL INFORMATION

- Languages:** English, Hindi, Gujarati.
- Certifications:** Rajasthan State Certificate in Information Technology
- Awards/Activities:** Winner, Inter-College Basketball Tournament (2018, 2019)
- Player, State Federation Basketball Tournament (2019) - Team Anand
- Player, Khel Mahakumbh State Tournament (2019) - Team Anand
- Player, Gramin Olympic State Tournament (2023) - Team Dungarpur, Rajasthan
- Player, Inter-University West Zone Tournament (2019) - Nanded, Maharashtra