

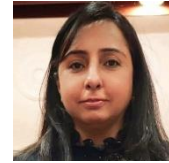
Nidhi Bhardwaj

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Nidhi Bhardwaj



Summary

Accomplished, motivated and versatile professional with 13 plus years of demonstrated history of working in the international trade and development industry. Skilled in Market entry strategy, Key Client Account Management, Business Development, Business Planning, Business Process, Analytical Skills. Worked in various sectors - Automotive, Healthcare & Biotechnology, Renewable Energy and Food & Beverage with Diplomatic Missions in global environment. Expertise in gathering requirements, mapping business processes, and collaborating with stakeholders, business, end users and backend technical teams.

Key Competences

- Have a track record of developing and effectively implementing sales strategies, business plans, forecasts, and budgets, and achieving sales results.
- Always managed work with time management and organizational skills to meet all internal requirements (Compliance, Pricing, Risk) at every step of the Acquisition process.
- Strongly managed problem-solving skills to identify critical issues, evaluate options and provide recommendations.
- Managed sales and communication skills with the ability to influence promotional efforts of distributors and distributor sales staff.
- Strongly managed business partnering and relationship building skills with the ability to negotiate with clients and partners (solution selling).

Career Goals

- Generate leads and cold calling prospective customers
- Develop opportunities in target markets with support of marketing
- Engage with some product work, liaise with Business, IT Teams, stakeholders and help collaborating on common objectives
- Participate & support in lifecycle of a business/product in different business lines end to end.
- Provide tailored market/domain intelligence research to customer needs and pain points, to help the team define the work at hand.
- Stay up to date with business, stakeholders, organization compliances. Learn and grow my skills in line with Business and IT.

Technical Skills:

- Agile – Scrum/Kanban, SAFe
- Jira and Service Now, MS Teams and Miro for project execution
- MS Visio and PowerPoint for business/application model, message/data flows and presentations to stakeholders and teams.
- Data and Reporting Tools: SQL, CRM, Salesforce, RMS

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Work Experience

Agamy Business Services – Freelance Business Supporter

February 2019 – Till Date

Vehicle Data Analytics and Connected Car Platform | Organic Products

- Work with product and engineering teams to define and prioritize new products for use in business development.
- Working closely with the VP, Strategy & Operations to develop/prioritize corporate strategy, key projects, areas of analysis, and operational benchmarks.
- Provide analytical and strategic support to the management team
- Partners in the development, presentation, and execution of the company's 3-year strategic plan
- Develop insights on industry trends, landscape changes, and competitive threats in order to surface new business opportunities for consideration Business development projects
- Collaborating with internal and external stakeholders to implement and optimize new partnerships and manage existing relationships.

British Columbia Trade Government – Sr. Business Development Manager

April 2012 – June 2016

Simon Fraser University | Vancouver University | Canadian Hydrogen and Fuel Cell Association| Kalala Products

- Worked closely in development, planning and implementation of Government & BU marketing and branding initiatives with the Marketing/Communications team; participates in selective industry associations and community/civic activities in a leadership role, and helps drive BU thought leadership efforts
- Undertook on-going evaluation of the Automotive, Healthcare & Biotechnology and Renewable Energy sector's business development operating model, structure, resources and leadership.
- Build and develop strategic partnerships
- Executed strategic projects beyond the idea / narrative phase.
- Build cross-functional relationships to ensure we are bringing all facets of the commerce platform into consideration as we expand the ecosystem
- Identified new market strategies, Presented to high-level decisions makers with guidance from Manager/Business Development team members.

Austrade – Austrade Trade & Investment Government – Business Development Manager

February 2006 – March 2012

Ford | BHP Billiton| Rio Tinto| MTM Australia | Cochlear |Thales

- Helped developing and maintaining a strategy for the Indian region that provides a clear plan for each business and the region, is focused on growth, manages trade-offs between different businesses, and optimized investment, such that we have a clear strategy and expectation of future financial performance.

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- Identified, initiate discussions around, and lead on a day-to-day basis, business development and M&A opportunities that deliver financial and strategic value to the Austrade South Asia region.
- Provided insight into media consumption and market trends (i.e., consumer behaviour) in South Asia to support investment decisions and create compelling products and services that maximize long-term value for Austrade.
- Provided insight into our competitors including their strategic priorities, their response to the changing market, what new products / services they are launching, how they operate, who they are partnering with, etc, such that our Austrade business is more externally focused and keeping pace with, if not leading, our competitive set
- Worked closely with Indian Private & Public Sector to understand their strategic priorities and how Austrade fits with, and can support, these objectives, such that Austrade achieves the best outcome.
- Produce a monthly report for Austrade South Asia that summaries the key financial, strategic, innovative, and potential risk factors impacting the South Asia region, such that our stakeholders understand the important elements of the Australia business.
- Strongly connected Corporate and business strategy experience.

Education

- 2006-2008 MBA in Human Resources, Indra Gandhi National Open University, India
- 2001-2003, Advertising, Public Relations and Business Studies, India

Language Skills

Foreign language(s) - English, Swedish (on learning path)

Mother tongue - Hindi