

# Kaushal Panchal

## Business Development Manager

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Location: India

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### ❖ PROFESSIONAL SUMMARY

- Results-driven Business Development Manager with 5+ years of experience in identifying growth opportunities, forging strategic partnerships, and exceeding sales targets.
- Proficient in market analysis, client acquisition, and relationship management, with a proven track record of increasing revenue and expanding market share.
- **Highest one-time payment revenue achiever** in Aakash Educational Services
- **Achieved 275% sales growth** in Solveig Solar compare to previous year.
- **Promoted** from Technical Recruiter to Team Leader **in six months** in Dash Technology Inc.
- Skilled in **negotiation, communication, and project management**, with a **passion for fostering long-term business relationships**.

### ❖ SKILLS

- |                        |                                     |                                       |
|------------------------|-------------------------------------|---------------------------------------|
| • Sales optimization   | • Vendor Management                 | • Lead Qualifications                 |
| • Training             | • Negotiation                       | • Team Management                     |
| • Strong communication | • Strategic Planning                | • Good interpersonal abilities        |
| • Process Improvement  | • Talent Acquisition and Management | • Strong problem-solving capabilities |

### ❖ PROFESSIONAL EXPERIENCE:

#### ➤ Neeti

Aug 2024 – Current

##### Business Development Manager

- Provided **training to sales staff** on effective communication techniques when dealing with clients.
- Conducted **market research** and analysis to identify **new business opportunities**.
- **Negotiated contracts with vendors**, suppliers, partners, and customers.
- Identified potential clients, built relationships, and **negotiated contracts**.
- Conducted **research on industry trends, competitor activities**, and customer needs.
- Organized meetings between senior management and prospective customers.
- Created **presentations to attract new business opportunities**.
- Collaborated with cross-functional teams including marketing, operations, finance.
- Prepared reports on sales performance metrics such as **revenue growth rate**, conversion rates and lead-to-customer ratios.
- Developed and implemented strategies to **increase sales and market share**.

#### ➤ Aakash Educational Services

Sept 2022 – Aug 2024

##### Senior Executive

- Created and **executed strategic sales initiatives** to boost presence in the education sector.
- Managed relationships with key accounts and identified new business opportunities.
- Providing training, guidance, and support to sales team members on product knowledge and selling techniques.
- **Organized trade shows, conferences, seminars**, and other promotional events to **increase brand awareness** in the education industry.
- Collaborated with marketing team members to create effective campaigns targeting educators.
- Built relationships with key decision-makers within school districts to generate new business opportunities.

- **Solveig Solar** **Sept 2020 – Aug 2022**  
**Business Development Manager**
- Analyzed **customer requirements and proposed suitable photovoltaic systems.**
  - Participated in **trade shows and conferences representing company's products** and services related to Solar Energy Systems.
  - **Negotiated contracts with clients** and managed all aspects of the sales process from **initial contact to close of sale.**
  - **Identified potential customers**, assessed customer needs and interests, and provided information on product features.
  - Prepared presentations and proposals for prospective customers outlining **the benefits of utilizing solar energy solutions.**
  - Created **marketing materials such as brochures, flyers, and website content** highlighting the advantages of using solar energy solutions.
  - Developed sales strategies **to increase market share and maximize profits.**
- **Dash Technology Inc.** **May 2019 – Aug 2020**  
**Technical Recruiter**
- **Negotiated contracts with third party vendors** providing services related to recruitment activities.
  - Collaborated with HR team members on projects related to diversity initiatives, compensation plans and employee retention efforts.
  - **Managed end-to-end recruitment** process from initial contact through onboarding and orientation of new employees.
  - Utilized social media platforms including LinkedIn, and Facebook for sourcing passive talent pools.
  - Developed and **implemented comprehensive recruiting strategies** to attract qualified candidates for sales positions.
- ❖ **EDUCATION and CERTIFICATIONS:**
- **Nirma University** **July 2015 - May 2018**  
Bachelor of engineering in Electrical Engineering  
**Project:** Comparison Analysis of SPWM And SVPWM
- **Nirma University** **July 2016 - May 2018**  
Minor in Finance and Marketing  
**Project:** Sales Analysis of Cruise Industries
- **Darshan University** **July 2012 - Apr 2015**  
Diploma in Electrical Engineering  
**Project:** PCB Designing in MATLAB and Proteus