

JAVIA GAURAV

MBA,
Maritime Management,
B.K school of business management,
Navrangpura, Ahmedabad-380 009,
Exchange,Gujarat.

Address:
5, Patel Colony,
Vedmata appartment-1,
Block no-501 Nr. BSNL
Jamnagar-361 008,
Gujarat.

CAREER OBJECTIVE

To build a career in the management field to explore myself fully and increase my potential and to learn and work effectively in an organization and to constantly upgrade my knowledge and skills.

PERSONAL INFORMATION

Name : Javia Gaurav Bharatbhai
Date of Birth : 15/02/1991
Contact no : +91 9898039941
Email : patelgaurav579@gmail.com
Languages Known : English, Hindi, Gujarati

ACADEMIC QUALIFICATION

| Course | Institute/University | Year | GPA/Per. |
|-----------------------------------|--|------|----------|
| M.B.A (Maritime Management) | B.K School Of Business Management, Ahmedabad (Gujarat University) | 2015 | 2.60 GPA |
| B.Com | G.H.Gosrani Commerce College, Jamnagar (Saurashtra University) | 2013 | 58 % |
| HSC | Medha Higher Secondary School, Jamnagar. (G.S.H.E.B) | 2010 | 56 % |

COMPUTER SKILLS

- MS Office
- ERP

INTERNSHIP EXPERIENCE

- CADILA Pharmaceuticals Export Department, Dholka, Ahmedabad
- GLOBELINK W.W Pvt Ltd India, Ahmedabad

EXPERIENCE

➤ **Senior Business Development Manager** **Antiek Vitrified LLP Morbi(Dec 2021)**

I am responsible to generate new business opportunities in USA and Canada through lead generations via Linkde in, Industry exhibition and Other sources . A large part of my role is to develop and maintain a great relationship with Clients and provide suitable service to help them in selection process and by providing them suitable payment method and also Closing deal.

- Bought in 7 New Client within 10 months.
- Exceeded sales target by 120% .
- Biggest deal closed for 2 Million Dollars.
- 1 Government Contract.

➤ **Business Development Manager** **Motto Ceramic Morbi(Apr 2019 to Nov 2021)**

I am responsible to generate new business opportunities. A large part of my role is to develop and maintain a great relationship with Clients and provide suitable service to help them in selection process.

- Bought in 9 New Client within 2 years.
- Exceeded sales by 200%.
- Minimised basic Cost by 18%

➤ **Assistant Sales Manager** **Mediterranean Shipping Company - MSC Agency India Pvt Ltd.(Feb2015 to March 2019)**

I joined Organization as Management Trainee and looking after operation management. After I promoted as Sales Assistant looking after USA, Canada and Europe region.

I am responsible to generate new Clients and Maximize the booking from current client .

- Exceeded Sales by 150%.
- Managing Relationship with Clients.
- Inventory Management .
- IMS Report