

Deepanshu Praveen Kumar Matbarwala

E-mail: matbarwala27@gmail.com

Contact No: 8236060629, 8989955353.

CARRIER OBJECTIVE

To work with a reputed organization where I can apply my academic and professional skills for the growth of the organization. Seeking the Business Analyst position in a stable company that would provide opportunities growth in dynamic and stable workplace. This includes identifying potential partners, cultivating existing relationships, marketing, and managing the sales process to close deals.

EDUCATIONAL QUALIFICATION

- **Bachelors of Business Administration** (2017) from **Moolji Jetha College Jalgaon** (M.H.) affiliated to NMU University Jalgaon.
- **HSC** (2013) from Modern Hr Sec school affiliated to **M.P. Board** with **60%**.
- **SSC** (2011) from **S.T Theresa's** affiliated to **M.P Board** with **52%**

SKILLS

- Experience in MS office.
- Coordination with Team.
- Ability to work under pressure.
- Quick learner.
- Positive attitude towards work.
- Business Analysis
- Social Media Marketing

WORK EXPERIENCE

- 5 years of experience as **Business Development Associate** and **Sales Executive** in Saifee Marble Burhanpur (M.P.) (Related to **Tiles and Marbles**.
 - Create, communicate, and execute the company's marketing strategy.
 - Advises customers by providing information on products.
 - Helps customer make selections by building customer confidence; offering suggestions and opinions.
 - Documents sale by creating or updating customer profile records.
 - Having relevant Market Exposure with good performance track record.
 - Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
 - Sells products by establishing contact and developing relationships with prospects; recommending solutions.
 - Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
 - Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
 - Good Track record of handling high volume business is essential.
 - Manage the marketing budget to ensure efficient spend across programs.
 - Coordinating sales efforts with marketing programs.
 - Conducted market research to identify competitive landscape, trends and new developments in e-commerce logistics to gauge new opportunities.

- Business Development Associate is responsible for the establishment of new business relationships that will lead to revenue generation
 - Developed internal and external product presentations along with sales and marketing materials.
- 1 Year of cashier experience at Globus store Jalgaon (M.H).

HOBBIES AND INTERESTS

- Interested in learning new things
- Meeting with new people
- Reading books
- Riding bike
- Traveling

PERSONAL PROFILE

Name : Deepanshu Matbarwala
Father's name : Late Mr. Praveen Kumar Matbarwala
Address : Budhwara road, Dholiwada
Burhanpur (MP) 450331
Date of Birth : 27/07/1994
Languages known : English, Hindi, Gujarati.
Marital Status : Single
Strengths : Positive Attitude, Dedication, Adaptability, Sincerity, Team spirit
Nationality : Indian

DECLARATION

I hereby declare that all the information provided by me in this application is factual and correct to the best of my knowledge and belief.

Date:

Deepanshu Matbarwala

Place: Burhanpur