



Mrunal Goswami

Date of birth: 29/03/1980 | **Nationality:** Indian | (+91) 9898373261 |

mrunalconsultant@gmail.com | <https://www.linkedin.com/in/mrunalgoswami/> |

Skype: mb.goswami | India

About me:

B.E., MBA with Experience in Sales and marketing, Business development, International marketing and enterprising. Having experience in engineering, finance, Insurance, Consulting, Ceramics, Agriculture and exports. talented hard worker with latest skills in management.

WORK EXPERIENCE

01/06/2022 – CURRENT – Dubai, United Arab Emirates

INTERNATIONAL MARKETING CONSULTANT – KROMA DELIVERY SERVICES LLC

- BD: Promote bike delivery services to Supermarkets and food chains and get new clients for the business.
- Marketing: Prepare marketing strategy to promote the business in UAE market.
- Present the project to new investors from India and UAE and rope in NEW investments for the business.
- Now Consulting remotely from India.

04/09/2017 – 31/05/2022 – Anand, India

DIRECTOR – GANJBAZAR PRIVATE LIMITED

- Enterprise in retail and exports business. Handling overall all the aspects of business.
- Managing two retail stores of the business selling Grocery, FMCG and all items of daily use
- Wholesale / Retail FMCG business and Agri exports to Middle east and Africa.
- Identifying new clients online and communicating for exports of pharma and agro products.
- Pharma & Ayurvedic products exports business to world over

01/02/2017 – 04/08/2017 – NAIROBI, India

INTERNATIONAL MARKETING MANAGER, BDM – PRIMAROSA FLOWERS

- New client acquisition and Business development for Flowers across the globe. Formulated global marketing strategy, global vision and online marketing. Developed new customers with promising orders in Europe, Australia, Russia and Middle east. Achieved monthly turnover of over \$120 million/annum *B2B Flower exports to Europe, Russia, Middle East, China and Australia.
- Presentation to clients on rose varieties.
- Developed marketing content on web/social media and others.

04/06/2016 – 29/09/2016 – DAR ES SALAAM, Tanzania

ASIAN BUILDMART TANZANIA LTD – WINTech ELEVATORS LTD

Based on India performance, Promoted from Asian Granito to Africa dealer. Served for Wintech Elevators, DSM, Tanzania as project sales for Asian dealer in Tanzania. Managing tiles showroom, Tiles godown and HOF chairs. Project sales to builders and contractors in and around city of Dar Es salaam. Performed average sales of 10 containers per month.

30/06/2013 – 30/05/2016 – Ahmedabad, India

BUSINESS DEVELOPMENT MANAGER – ASIAN GRANITO LIMITED

About Company: Manufacturers, Traders and exporters- Ceramic

Month on month sales to the tune of 1 lac sqm, government projects.

Project sales managing a team of five executives - Builder, Architect & Government clients for entire Gujarat.

01/08/2010 – 29/06/2013 – Ahmedabad, India

BUSINESS DEVELOPMENT MANAGER – H & R JOHNSON (INDIA) [A DIV. OF PRISM CEMENT LTD.]

Job profile: Managing **all Gujarat** Key customers / Government Institutional sales

- Approved all products with Government of Gujarat departments, PSU related to Building Construction.
- Undertaking Institutional Sales to Corporate and Government Projects.

Monthly sales of 1 lac sqm volume and 2cr annual value across Government Contractor segment.

02/06/2008 – 29/08/2010 – Ahmedabad, India
MANAGEMENT CONSULTANT – SANGUINE MANAGEMENT SERVICES PVT. LTD.

Business development for Sanguine Management Services – Market research, Management consulting, Business Development for services, liaison with government department officials - Tender documentation and meeting with officials to seek background information - Strategist project implementation; deploy manpower for project execution and establishing consortiums and think-tank resource linkage. Formulating research design, conducting Market Research, analysing primary and secondary data and preparing reports - Letter drafting, proposal writing, and presentations for clients and preparing Management Information System reports. - Key Achievements: Procured / managed and completed 20 projects, Submitted around 50 proposals, 100 RFPs

01/06/2006 – 30/05/2008 – Vadodara, India
SALES MANAGER – ICICI LOMBARD GIC LTD

Selling general insurance products >> Fire, car, motor, health, goods in transit, overseas travel and others.

01/06/2005 – 30/05/2006 – Surat, India
SALES MANAGER – ICICI PRUDENTIAL LIFE INSURANCE CO. LTD.

Sales Manager - Tied Agency channel. Recruited financial advisors and managed a team of 50 sales advisors. Leading team and selling Life insurance, Pension plan and Unit linked insurance plans. Achieved month on month sales targets.

● **EDUCATION AND TRAINING**

31/07/2003 – 30/05/2005 – vadodara, India
MASTER OF BUSINESS ADMINISTRATION – Faculty of Mgmt. Studies, M.S. University

31/08/1997 – 30/07/2002 – navrangpura, ahmedabad, India
BACHELOR OF ENGINEERING – L.D. College of Engineering, Gujarat University

● **LANGUAGE SKILLS**

Mother tongue(s): **GUJARATI**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
HINDI	C2	C2	C2	C2	C2
ENGLISH	C2	C2	C2	C2	C2
KISWAHILI	A2	A2	A2	A2	A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● **DIGITAL SKILLS**

My Digital Skills

microsoft office | Wordpress, | Computer hardware troubleshooting | NETWORKING | SAP CRM | SOCIAL MEDIA MARKETING | ECOMMERCE WEBSITE DESIGN | Crypto Trading | SAP ERP / SAP CRM | Website design