

Ms Neha Bhure

Business Development Manager
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Specialties: On top of everything else, creating memorable experiences for my guests is my passion. An experience led by emotional connection which our guest can always cherish and bring them back to us with deep smile on their face. An out of box thinker, believes in evolving continuously. Full of positivity and optimistic approach to everything.

Dedicated and effective Business Development Manager who has networked with some of the most significant corporate executives. Charismatic personality with more than 7 years of progressive experience including International Hospitality Services, Domestic and Imported Tile and Bath ware solutions. Tenacious in securing new clients, forging deep relationships and consolidating market-leading position.

Experience

Business Development Manager **November 2020 – Present**
The Ceramiqua, Tiles, Baths & Beyond, Indore (Madhya Pradesh)

- Business Development for entire range of products. Attended networking events to attract and retain clients.
- Meeting with key architects and researched organizations and individuals to secure new opportunities and turning business prospects into buying customers.
- Boosted company revenue by 30% -40% during the first year of employment by facilitating product sales in markets.
- A Google review is an efficient way to give your happy customers a voice. [Google reviews](#) are probably the most important reviews that you can earn for your business- positively contributed with more than 60 Google reviews.
- Worked closely with managing director to develop customer acquisition strategies to obtain maximum sales volume and profitability.
- Enhanced organization reputation by accepting ownership for accomplishing new and different requests

Key achievements:

Researched and built relationships with 300+ new clients and 20+ new architects by planning approaches and pitches.

Business Development Executive
The Fern Residency, Mundra (**Gujarat**)

January 2015 – April 2016

- Develop quotations and proposals for clients.
- Increased business through identified new revenue opportunities and Build business relationships with current and potential clients.
- Support the team with other responsibilities as required.
- Maintained and updated and business development documentation.

Business Development Executive
Sun-n- Sand Hotel, Nagpur (**Maharashtra**)

October 2013 – December 2014

- Ensuring excellent customer service through regular clients follow up.
- Running outbound campaigns (Phone calls, Email, etc.) to create sales opportunities.
- Developing and presenting proposals customized for each client's specific business needs and creating positive, long-lasting relationships with current and potential clients.

Business Development Executive
Ramee Rose Hotel Apartments, Abu Dhabi (**United Arab Emirates**)

November 2012 – August 2013

- Responsible for developing a strong professional network for 145 guest rooms and utilizing that network to bring in new business referrals on a regular basis.
- Sold company products and services and achieved a defined sales target.
- Identified customer needs and developed value added proposition proposal and pricing.
- Researched and identified market prospects and targets.

Front Office Executive (Promoted as Guest Relation Executive)
Mayura Hotel, Raipur (**Chhattisgarh**)

April 2010 – August 2012

- Attentive Guest Relations Executive who pays close attention to each detail of the guest experience. Multi-tasking with ability to work under pressure.
- Handled the responsibilities of ensuring that all the queries and complaints of customer are promptly attended.
- Improved performance and enhanced guest experience through continuous interaction and involvement. Solid understanding of hotel property management systems.
- Proficiency in computer applications (MS Office Word, Excel, PowerPoint, and Outlook) related to work.

Skills

- Excellent Communication skills
- Presentation skills
- Interpersonal skills
- MS Office (PowerPoint, Excel, Word)
- Operating knowledge of Tally.ERP 9 Software.
- Rapport building
- Lead Generation and closing deals
- Customer acquisition
- Social media
- Public Speaking
- Strong Time Management
- Maintaining Profitable & Amicable Relationships

Education

2017- 2019 - Bachelor of Arts from BHOJ University, Bhopal, Madhya Pradesh, India

2008 - Class XII Examination from Dist. Balaghat, Madhya Pradesh, India

Certifications

2008 -2009 – BTEC (HNC) Diploma in Aviation, Hospitality & Travel and Tourism from
Frankfinn Institute of Airhostess Training, Raipur (C.G.)

2009 – Certificate of Jet Airways in-flight Cabin Crew Operations Training
Netaji Subhas Chandra Bose International Airport, Dum Dum, Kolkata (W.B.)

Software

IDS, Opera (PMS) and Tally (Professional working proficiency)

Interests

Yoga, Reading, Travelling, Swimming

Languages

English, Hindi, Marathi, Arabic (Professional working proficiency)

Personal Information

Date of Birth: August 19, 1990

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