



Minal Joshi

Sr. Executive - International Business Development

Having more than 5 years of experience in Business Development. An expert in client management, developing sales strategy, revenue generation, team leadership. analytical thinking. With expertise in analysis and quantitative problem-solving skills, dedicated to company growth and improvements.

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WORK EXPERIENCE

Sr. Executive - International Business Development

Fibre2Fashion Pvt Ltd

04/2018 - Present

Ahmedabad, India

Achievements/Tasks

- Maintaining open communication with customers, allowing for more accurate profiling of potential business and increased sales.
- Negotiating pricing details with customers in order to secure business, while maximizing target profitability and margins.
- Identifying new opportunities, customizing and implementing business plans to secure territory growth.

International Business Development Executive

Jay Khodiyar Machine Tools

04/2017 - 07/2017

Rajkot

Achievements/Tasks

- Qualifying leads from bulk inquiries. Identifying prospect's needs and suggest appropriate products.
- Contact potential prospects through cold calling and emails.
- Manage sales pipeline and proactively seek new business opportunities in the market.

Team Leader

Appco Marketing India Pvt Ltd

08/2015 - 04/2016

Ahmedabad

Achievements/Tasks

- Involvement in team learning and development to understand and perform the sales.
- Led the team of 5+ people, who learnt and performed sales after the training sessions were given to them by the individual.

CERTIFICATES

Certificate Name

EDUCATION

Study Program

Institution/Place of Education

SKILLS

Skill

VOLUNTEER EXPERIENCE

Title/Position
Organization

ORGANIZATIONS

Organization Name

HONOR AWARDS

Title/Award Name

Name of the institution that issued/awarded it

LANGUAGES

Language

Full Professional Proficiency

SUPPORTED CAUSES

Cause

INTERESTS

Interest