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| Vibhor S.Khatwar  Business Development Manager | 110, New Dhyneshwar Nagar, Manewada Road, Nagpur -27  Email :- [Vibkhat@gmail.com](mailto:Vibkhat@gmail.com)  Mobile:- 08411958300 |

Summary

A consultative marketing professional with the 6+ experiences and drive needed to sell a full range of products and services to businesses of all sizes. I’m driven and determined individual who is able to translate a company's objectives into hard sales and profits. Having superb communication skills means that is more than able to build a profitable relationship with customers and key decision makers alike. Right now I’m looking for a suitable position with a company that employs smart people and offers its staff great opportunities to learn, grow and succeed

Area of Expertise

* Able to work Independently in a fast paced and rapidly changing environment
* Can identify threats as well as opportunities
* Developing and motivating teams to do better
* Developing business relationships through networking , social media marketing
* Ability to win and retain long terms high quality clients as well as recurring business
* Requirement analysis , propose Solution , client side presentation and project demonstration
* Support in business planning and implementation.
* Strong knowledge base in the **RFID, GPS and POS** market.
* Digital Marketing, Social media, Email marketing.
* Lead, develop & deliver the sales strategy for INDIAN & GLOBAL market.
* Innovative Concept and designs

**Specialties**: Business development, Digital marketing , service business models, sales, competitive analysis, people management, contract negotiations, Lead Generation, Team Management, Strategic Planning, Participate in Government tenders and making winning proposal.

**Core-competencies**: Biometrics, RFID, GPS and POS machine

Professional Experience

Radical Global– Solution Provider of RFID, GPS and POS

Business Development Manager September 2012 to Present

Roles and Responsibility

* Responsible for achieving revenues in accordance with agreed targets, renewal rates and any sales budget.
* Develop clients towards key Account status
* Meet and exceed all revenue targets set quarterly and annually
* Develop sales and marketing strategy of Indian and Global market
* Digital marketing execution and generate positive leads.
* Working closely with R & D and customer on emerging technology product in early stage.
* Develop portfolio of prospects into clients, presenting whole range of RFID tags, readers and recommending suitable tags, reader, antenna specific to their solutions.
* Participate in government tenders and making winning proposal
* Ensure marketing communications and product development activities are co- ordinated in support of marketing plan objectives with marketing leadership.

Achievement

Accountable achievements for entire Business development cycle for the company which includes increase in sales, special projects, sales target & generated new benchmarks for the company by increasing the number of projects from bottom line with new product ideas.

* RFID student auto attendance system – 21 projects
* RFID membership & Discount card system – 9 Projects
* POS billing and utility system – 12 projects
* GPS vehicle tracking system – 35 projects
* Government projects – 10 Projects
* Saleforce management system – 12 projects
* Rfid cards, Reader – 17 projects
* Global Projects from UAE, South Africa, EI-salvador, Bhutan

Shree Trinity Infotech –Solution Provider of GPS and web application

Business Development Executive August 2009 to July 2012

Roles and Responsibility

* Developing New business within the existing customer base.
* Developing and managing sales and marketing plan& achieve target plans
* Marketing and selling to clients both face to face as well as over the internet & cold calling
* Meeting business targets that are set during development of the business and marketing plans

Achievement

* GPS water tank tracking system (Government) – 2 project
* GPS tracking system – 8 Projects
* Silver card management system (Government) – 1 Project
* Website development – 4 project

Real Act Technologies – Solution Provider of web application

Project Co-ordinator January 2009 to July 2009

Roles and Responsibility

* Preparation of software Specification Document
* Customize the application as per the software Specification document
* Preparing the change request document in case of any GAP found in exciting application with actual Business process
* Communicating with technical team for any new change required as mentioned GAP
* Demonstration of the customize application to the clients.

**Reference:** Will be available upon request

TECHNICAL SKILL

* Digital Marketing :- PPC, Google adwords, Facebook ads campaign
* Email marketing campaign setup
* Language: - C, C++, ASP.NET., PL/SQL
* Microsoft word, Excel, Power point

Education

* S.S.C from Nagpur Board passed in the year 2002
* H.S.S.C. from Nagpur Board passed in the year 2004.
* Bachelor of Engineering passed in the year of 2009

Personal Details

* Name **:-** Vibhor S. Khatwar
* Date of Birth **:-** 16 Nov 1986
* Sex  **:-** Male
* Blood Group **:-** “O” Positive
* Father’s Name **:-** Satish R Khatwar
* Occupation **: -** Government Servant(M.S.E.B)
* Mother’s Name **: -** Mrs. RatnaKhatwar
* Permanent Address **: -** Civil line, kaka Chowk , Gondia 441601
* Language Known **: -** English, Hindi

**DECLARATION**

I hereby declare that all above information are true and correct to the best of my knowledge and belief.

Yours Faithfully

**Vibhor S. Khatwar**