|  |
| --- |
| Mrinal Kerhalkar  **Phone:** 🕽 **+91 84469 16987 Email:** [pr.mrinal11@gmail.com](mailto:pr.mrinal11@gmail.com) |

***Professional Summary***

With 1.4 years of experience in Business Development Process, have acquired a unique set of knowledge and skills that have enabled to consistently add values to the business processes. Handled key responsibilities like Lead generation, Client handling, Constructing strategies for business development, Building up customer relationship. Efficiently handled reporting & documentation and data automization.

Skills Profile

Technical

|  |  |
| --- | --- |
| **Operating System** | Windows 98/XP/2007/2010, |
| **Internet Tools** | IE, Mozzila |
| **Other** | MS Excel, MS Word, MS Powerpoint |

Professional Experience

**Brand Formulation Pvt Ltd** Feb **2016 – June 2016**

***Sr Business Development Manager***

* To identify & generate new clients
* Representing the company in Industrial functions & events.
* Market Research
* To construct strategies for business development
* Managing sales pipeline & closing the business deal.
* Developing & maintaining database of all contacts

**Cian Healthcare Pvt Ltd** N**ov 2014 – Oct 2015**

***Business Development Executive***

* Lead generation
* To develop & Maintain relationships with existing clients
* To make high number of daily outbound calls to prospective new clients.
* Constructing strategies for business development
* Building up customer relationship
* Maintaining project knowledge repository.

Education

* Modern Institute of Business Management, University of Pune, **MBA (Marketing),** July 2014
* MET’s IOP, BKC, Nasik, **B.Pharmacy**, July 2012

Professional Organizations

* Brand Formulation Pvt Ltd
* Cian Healthcare Pvt Ltd, Pune

Project undertaken (Internship)

**Emcure Pharmaceuticals**  **2013 – 2014**

***Research Analyst***

* Project Name: To Study Perception and Acceptance of Serratiopeptidase + Diclofenac Combination amongst Orthopaedics in Pune.
* Project Type: Market Research
* Project Description: The project involved conducting short interviews of 50 orthopaedics in Pune city and collection of data regarding the Serratiopeptidase + Diclofenc combination, most commonly known as Emanzen D. The data collection was done with relative information of a drug in doctor’s view and the interpretation of the collected data was done by using various graphical methods. The overall perception of that drug amongst the orthopaedics was studied and appropriate conclusion was drawn.

Personal Information

* Date of Birth : 11/03/1991
* Contact Number: +91-84469 16987
* Languages Known : English, Marathi, Hindi
* Permanent Address: Swami Vihar, 87, Behind Honda showroom,

Jalgaon Rd, Bhusaval. Dist: Jalgaon

I hereby declare that the above information is true to the best of my knowledge and belief. I am looking for working environment where I can refine up my knowledge and skills further. Your organization being an organization of repute, I request you to provide me an opportunity to serve your organization to the best of my ability.

Pune Ms. MRINAL SATISH KERHALKAR