



DARSHAN SINGH BAFILE

BUSINESS DEVELOPMENT MANAGER

Profile

Highly motivated and results-oriented Business Development Manager with a demonstrated history of success in driving revenue growth and fostering strategic partnerships. Equipped with 17 years of experience in identifying new business opportunities, developing innovative strategies, and executing effective sales plans. Skilled in building and maintaining strong client relationships, negotiating contracts, and leading cross-functional teams to achieve business objectives. Known for my ability to thrive in fast-paced environments and deliver exceptional results through strategic thinking, collaboration, and a customer-centric approach.

PROFESSIONAL EXPERIENCE

Onex Courier & Logistics Services | Nov 2023 – Present

Business Development Manager



- Creating and maintaining a list/database of Prospect clients, maintaining a database of prospective client information.
- Responsible for identifying and acquiring new clients for the company. Having a keen eye for spotting new business opportunities and being able to communicate the value of products and services effectively.
- Managing and training a business development team
- Building business relationships with current and potential client.
- Answer potential client questions and follow-up call questions and respond to client requests for proposals.
- Maintaining a pipeline of all sales administration using CRM software.
- Conducting pricing and negotiations to secure business opportunities and meet financial targets.
- Generating new sales leads, setting appointments, and presenting business proposals to potential customers through various communication channels, including face-to-face meetings, telephone calls & emails etc.

Convention 360 LLC | Oct 2021 – Nov 2023

Business Development Executive



- Identify, qualify and secure business opportunities and coordinating business generation activities.
- Creating and maintaining a list/database of Prospect clients, maintaining a database of prospective client information.
- Building business relationships with current and potential client.
- Answer potential client questions and follow-up call questions and respond to client requests for proposals.
- Maintaining a pipeline of all sales administration using CRM software.
- Developing and executing sales and marketing strategies to grow business
- Generating new sales leads, setting appointments, and presenting business proposals to potential customers through various communication channels, including face-to-face meetings, telephone calls, emails, etc.
- Growing business through the development of new leads and new contacts

Huawei Technologies LLC | Jan 2019 – March 2020

Area Sales Manager



- Monitoring and reviewing the performance of sales teams, to ensure targets are met.
- Work with the senior management team to set revenue and sales goals on a monthly, quarterly, or annual basis.
- Analysis brand promotion campaign results to provide insights identify trends and make recommendations for improvements.
- Organizing meeting with the promoters (under me) to provide them a good encouragement and the knowledge they need on daily task.
- Keeping Management well informed by submitting daily activity reports to the Head of Department.
- Monitor market conditions, product innovations and competitors' products, prices and sales.
- Manage Accurate and timely market information related to Opportunities, Competition, changing trends and feed it back to the Regional Manager

Al Futtaim Group LLC – Plugins Electronics | Dec 2011 – Nov 2018

Retail Sales Supervisor & E-commerce Incharge



- Manage different Departments within the Store.
- Maintain inventory and ensure items are in stock.
- Provide suggestive feedback to the Store manager based from the customer Request, queries and suggestions to help and increase the sale.
- Handling Customer Complaints, Questions and Issues.
- Support sales floor initiatives through coaching the GUEST program, daily Briefings, and performance management around behavior.
- Maintaining relationships with vendors to ensure that products are delivered on time and meet quality standards.
- Managing inventory by arranging for product returns, rebates, and exchanges when necessary.
- Communicating with customers about order status, shipping dates and delivery tracking numbers.
- Processing orders by updating inventory levels and recording sales in an internal database

ACHIEVEMENTS

- Performance Excellence Award in February 2022 – Convention 360 LLC
- Top Achiever & Winner for P30 Series (Smartphone) Sales Achievement in whole Abu Dhabi Region 2019 – Huawei Technologies LLC.
- Rewarded by the management for constantly achieving more than 100% in Sales & Extended Warranty target since joined – Al Futtaim Electronics.
- Employee of the Month in October 2012 & 2013 – Al Futtaim Electronics.
- 4 times 100% in M.S Result in 2013, 2014, 2015 & 2016 – Al Futtaim Electronics.
- Been awarded as Best Achiever in Sales & Extended Warranty target during GITEX Event – Al Futtaim Electronics.

CONTACT DETAILS

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UAE VALID DRIVING LICENSE

CORE COMPENTENCIES

- Staff Training
- Leader Ship
- Customer Service
- Sales
- Merchandising

EDUCATION

- H.S.E Completed from NIOS Maharashtra, India - 2006
- B.B.A Completed from NIM, Maharashtra, India - 2011
- ACCP Aptech Computer EDUCATION Education, Maharashtra, India

PERSONAL DETAILS

- Date of Birth : 6 Nov 1985
- Nationality : Indian
- Marital Status : Married
- Language Known : English & Hindi
- Driving License : 12-12-2026
- Visa Status : Employment Visa