

## **BHAVNEESH BHATIA**

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**Contact :-8750555514**

### **SUMMARY**

Experienced business development, sales and marketing associate with hands-on expertise in market research, analysis and evaluating growth strategies. Adopt at networking with decision makers, conducting business introductions, and growing a customer base. Excellent communications and presentation skills with proficiency in CRM and MS Office. Recognized for consistent performance and achieving targets.

### **JOB RESPONSIBILITIES**

- Creating development plans and forecasting sales targets and growth projections
- Identifying market opportunities through meetings, networking and other channels
- Meeting existing and potential clients and building positive relationships
- Liaising with colleagues to develop sales and marketing strategies
- Preparing financial projections and sales targets
- Attending events such as exhibitions and conferences
- Preparing sales presentations and participating in sales meetings
- Producing reports for management
- Training business developers and sales colleagues
- Working in a client's business or in an office.

### **EXPERIENCE**

#### ❖ **Currently working as Assistant General Manager at Bhutani Infra, Noida**

##### **Responsibilities-**

- Coordinate sales activities with other work units or departments.
- Develop and conduct sales campaigns, as well as marketing and promotional plans.
- Working for other channel partners.
- Leading a team of members for achieving desired sales targets.

#### ❖ **Business Development Director** **RR Home, Noida**

**Responsibilities-**

- Coordinate sales activities with other work units or departments.
- Develop and conduct sales campaigns, as well as marketing and promotional plans.
- Develop goals and objectives, projects and priorities and assign them to Sales Managers.
- Increased sales by following a targeted activation campaign and a real-time analysis of post-purchase client behaviour.
- Qualify leads from marketing campaigns as sales opportunities.

❖ **Manager Investors clinic, Noida**  
2016-2020

**Responsibilities-**

- Presenting our company to potential clients.
- Build long-term trusting relationships with clients.
- Setting goals and developing plans for business and revenue growth.
- Researching, planning, and implementing new target market initiatives.
- Researching prospective accounts in target markets.
- Pursuing leads and moving them through the sales cycle.
- Setting goals for the business development team and developing strategies to meet those goals.  
Attending conferences and industry events.

❖ **Sales & Marketing Engineer**  
**Neometrix, Noida**  
2014-2016

**Responsibilities-**

- Hands-on experience with multiple sales techniques.
- Develop, implement, and maintain sales and marketing plans and policies.
- Develop and regularly review sales and marketing budget.
- Develop and execute marketing and sales plans and strategies, including creating and updating marketing and sales plans, setting marketing budgets, monitoring performance.
- Understand company objectives, and conduct market research to evaluate opportunities, identify potential partners, set pricing, develop pricing strategies, and negotiate contracts.

## BUSINESS SKILLS

- Market Analysis
- Strategic Planning
- Sales Operations
- Lead Qualification
- Sales Management
- Business-to-Business (B2B)
- Marketing

## EDUCATIONAL QUALIFICATION

B.Tech Mechanical (2010 - 2014)

(MRCE)M.D. University

XIIth Standard(2009-2010)

80%

Xth Standard(2007-2008)

82%