



## NIRAV TADHANI

Education.\_\_\_\_\_

**H.S.C**

**March-2017**

SMT RK Patel School Jasapar

**BSc. IT**

**March-2020**

Saurashtra University

Language.\_\_\_\_\_

Gujarati

Hindi

English

Strength.\_\_\_\_\_

Quick Learner

Positive Attitude

Problem Solving

Excellent Teamwork.

Lead Generation

Cold Calling Techniques

Sales Funnel Management

Closing Techniques

Customer Relationship Management  
(CRM) Tools

Upselling and Cross-selling

Sales Forecasting

Objection Handling

Product Knowledge

Sales Training and Development

Account Management

Sales Metrics and KPIs

Competitive Analysis

Pricing Strategies

Post-sale Customer Retention Strategies.

30/01/2000

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At - Nava Jasapar, Ta - Jasdan,  
Dis - Rajkot – 360040

Nirav Tadhani

### About Me

seeking a responsible and challenging positioning a growth oriented progressive company where my skill will significantly contribute to the overall success of the organization and provide of opportunities my career growth.

## Skills. \_\_\_\_\_

Sales	Leadership
Active Listening	Team management
Effective Communication	Team leading
Product Knowledge	Decision Making
Time Management	Conflict Resolution
Prospecting	Delegation
Negotiation Skills	Motivation
Relationship Building	Feedback and Coaching
Objection Handling	CRM (lead square)
	Visionary Thinking
	Target achiever

## Achievements & Awards. \_\_\_\_\_

I was work in teamex retail Ltd at that time I achieve the many awards like bronze manager, silver manager, and the gold manager, and I am leader of my team Raftaar.

Right now, I am working in byju's I have many awards life High performance in 3 month and weekly target awards and achieve a fast Senior BDA

## Experience. \_\_\_\_\_

### Teamex Retail Ltd

04/2020 - 06/2022

Manager

- With 2 years at Teamex Retail Ltd, I rapidly advanced from a Sales Associate to Silver and then Gold Sales Director for the Saurashtra region. My tenure saw me consistently achieving monthly targets and spearheading the training of new joiners. Teamex, a leading name in the healthcare, organic FMCG, and digital education sectors, not only recognized my contributions with numerous awards but also involved me in their leadership development programs. My journey at Teamex has equipped me with in-depth insights into diverse industries and honed my leadership and mentoring skills.

## Byju's The learning App

07/2022 - Running

Senior Business Development Associate

- Think and Learn Pvt Ltd (BYJU'S) - For the past 1.2 years, I've been associated with this esteemed firm. I began as a Business Development Associate, consistently hitting weekly targets and earning the accolade of 'Top Performer' on a monthly basis. Due to my performance, I was recently promoted to Senior Business Development Associate. My passion for sales, coupled with my ability to drive business growth, makes me confident that I can bring value to your team.

My current ctc 10 LPA (7 fixed and 3 variable)