

RESUME

Shailesh Kulkarni

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Career Objective:

As a passionate and driven individual, I have acquired information that has improved my ability to generate leads, negotiate, manage client relationships, and make wise decisions for the company. I'm eager to reach my full potential and discover worthwhile opportunities that will advance my professional development.

Profile Summary:

Dedicated Business Development Manager with 2 years of expertise building and strategically managing important client relationships. Adept at creating customized solutions, assessing industry trends, and surpassing revenue goals. Skilled in building enduring relationships, making sure clients are satisfied, and promoting long-term company development. Shown aptitude for inspiring cross-functional teams to achieve outstanding outcomes in competitive markets. Aiming to use my experience to enhance key account performance and support Inspitele Solution Pvt. Ltd growth.

Technical Skills:

Digital Marketing, Research Skills, MS Excel, MS Power Point(Advance)

Work Experience:

Company- Inspitele Solution Pvt. Ltd

Designation: Business Development Manager

Duration: From Dec 2022 to till the date

Roles and Responsibilities:

- Key Account Relationship Management:
 - Develop and maintain strong, long-term relationships with key clients.
 - Understand client needs and objectives to provide tailored solutions.
 - Serve as the primary point of contact and advocate for the client within the organization.
- Strategic Account Planning:
 - Develop and implement strategic account plans to achieve revenue and growth targets. Identify opportunities for account expansion and up selling of products or services.
 - Monitor market trends and competition to stay ahead of the curve.
- Sales and Revenue Generation:
 - Meet and exceed sales targets and revenue goals for key accounts. Negotiate contracts, pricing, and terms to maximize profitability. Continuously identify opportunities to increase sales and profitability.
- Problem Solving and Issue Resolution:
 - Address client concerns, issues, and inquiries promptly and effectively.
 - Proactively resolve any challenges to maintain client satisfaction.

Company: Hi-Field

Designation: Area Sales Officer

Duration: From September 2022 To November 2022

Roles and Responsibility:

- Throughout my internship, I worked in both B2B and B2C sales to market chemical products.
- To generate new customers / Consumer and provide information about newly released chemical products.
- Research On wholesalers need and solving there quires by meeting with them face to face.

Projects :

- New Product Development - Instant Jaggery Tea was a new product we created during my post- graduation programme. The product's primary goal was to create fresh concepts for the rapidly ageing population that requires less time consumption.
- Rural Agriculture Work Experience - During graduation, this program was offered. The initiative aimed to educate rural farmers about newly developed agricultural techniques for achieving good yield and profit, while also expanding their expertise in these areas.

Educational Qualification:

| Qualification | Name of the Institute | Board/University | Year of passing | Percentage |
|---------------|--|-------------------|-----------------|------------|
| MBA | ISMS Sankalp Business School, Pune | SPPU | 2023 | 72.50 |
| BBA | ShriRam College Of ABM, Paniv, Solapur | Rahuri University | 2021 | 75.90 |
| HSC | M G Jr. College Karjat | Maharashtra Board | 2017 | 67.54 |
| SSC | SharadChandraji Pawar Vidyalaya , Washimbe | Maharashtra Board | 2015 | 76.20 |

Certification :

Introduction to MS Excel
Advance SEO
Salesforce Administrators

Achievements:

3rd Price In Chess Competition in University Level Championship. Runner Up In Inter College Championship In Cricket.

Personal Skills:

Interpersonal Communication
Time Management
Critical thinking and Problem Solving
Emotional Intelligence

Hobbies:

Volunteer Work
Sports and Physical activities
Outdoor Activities.

Personal Dossier :

Date of Birth : 09th October 1999
Marital Status : Un-Married
Languages Known : English, Hindi and Marathi
Address : Nivrutti Nagar A5, Wadgoan Budruk, Pune, 411041

Declaration:

I hereby declare that the information furnished above is true to the best of my knowledge.

Place: Pune

Date:

(Shailesh Kulkarni)

