





# MANTHAN KHAMKAR

B U S I N E S S  
D E V E L O P M E N T  
E X E C U T I V E

## CONTACT

 9924669522

 manthankhamkar13@gmail.com

## EDUCATION

### Bachelors in Engineering

LJ University, Ahmedabad (2019-2024)

### 12th Standard

Hossana Mission High School (2019)


### 10th Standard


Hossana Mission High School (2017)


## LANGUAGE

- English
- Hindi
- Marathi
- Gujarati

## INTEREST

 Travelling

 Books

 Badminton

01

## PROFESSIONAL PROFILE

Dynamic sales professional with 1.5+ months of experience in both B2B and B2C sales, specializing in selling products and services. Proven ability to conduct engaging product demonstrations and effectively communicate value propositions to a diverse client base. Skilled in lead generation, relationship-building, and closing deals. Adept at identifying client needs and providing tailored solutions that drive sales and customer satisfaction.

02

## EXPERIENCE

### Upsquare

Business Development  
Executive

April 2024 - Present

### ProcureTiger

Business Development Executive

Aug 2023 - April 2024

### KIA India

KIA Experience Consultant

Feb 2023 - August 2023

03

## SKILLS

- Lead Generation
- Sales Presentations
- Market Research
- Client Needs Analysis
- Maintaining & Updating prospect Data Sheet
- Account Management
- Customer Relationship Management (CRM)
- Follow-through
- Product Demonstrations
- Negotiation & Closing
- B2B Sales
- B2C Sales

## Certifications & Training

- Frappe CRM – Hands-on experience managing sales processes
- Freshsales CRM – Proficient in lead management, automation, and analytics
- Microsoft 365 CRM – Experience with contact management and customer insights
- Udemy Sales Course – Completed training on E-mail campaign for sales and crafting effective E-mails.
- Book: LinkedIn by Vicky Jain – Gained insights on personal branding and leveraging LinkedIn for sales
- Sending Masked CV for C2C Requirement – Experience with creating and submitting candidate profiles for contract-to-contract roles

## Key Skills:

- Strategic Planning: Creating and executing plans to achieve business goals.
- Lead Generation: Identifying and pursuing new business opportunities.
- Negotiation: Closing deals and forming beneficial agreements.
- Market Analysis: Understanding trends and customer needs.
- Client Relationship Management: Building and maintaining strong client connections.

## Professional Experience

- Worked with Frappe CRM: Managed sales pipelines, streamlined lead tracking, and optimized workflows to increase sales efficiency.
- Utilized FreshSales CRM: Implemented automation for lead management, follow-ups, and data analysis to enhance conversion rates.
- Microsoft CRM Setup and Configuration: Managed the setup, customization, and configuration of Microsoft CRM, ensuring optimal functionality for the sales team.
- Data Migration from FreshSales to Microsoft CRM: Led the data migration project, ensuring accurate transfer of customer information and smooth system integration.
- Product-Based Selling Strategy Implementation: Developed and executed targeted sales strategies for product-based selling, contributing to increased product adoption and revenue.
- Conducted Market Research for Dynamics 365: Identified and compiled essential data to support sales and marketing strategies for Microsoft Dynamics 365 CRM.
- Sales Targeting for Multiple Territories (TA): Focused on key targets, including consultants and the NY market, to drive regional sales growth and build strong client relationships.
- I've evolved from a sales enthusiast to a results-driven professional in both B2B and B2C sales, where I've honed my ability to connect with clients and deliver solutions that drive growth.