



## **JAIMIN THAKKAR**

### ***Area Business Head.***

D2-5, Garden city, 393001, Ankleshwar, Gujarat, India.

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### ***Career Objective***

Determined and Dedicated Individual with aim to seek professional growth in an organization where innovative notions and inventiveness are being valued.

### ***Experience***

#### **BAJAJ HOUSING FINANCE LIMITED**

**Area Sales Head : Ahmedabad - Gandhinagar**

**22<sup>nd</sup> June'2023 - Presently working**

#### **1. Sales management**

- Develop and implement strategic sales plans to achieve and exceed sales targets for Call Center conversion.
- Identify and explore new business opportunities to expand the customer base and increase revenue.
- Monitor sales performance and provide regular reports to senior management on sales achievements, market trends, and competitor activities.
- Conduct market research to identify customer needs and preferences, and tailor sales strategies accordingly.

#### **2. Team Leadership :**

- Lead and manage a team of sales executives, sales managers and assistant sales managers providing guidance, support, and motivation to ensure the team's success.
- Conduct regular performance evaluations, identify training needs, and provide coaching to enhance the productivity and profitability.
- Foster a collaborative and positive work environment, encouraging teamwork and a customer-centric approach.

#### **3. Client Relationship Management :**

- Cultivate strong relationships with key clients and stakeholders in the region understanding requirements and providing excellent customer service.
- Resolve customer complaints and issues promptly, ensuring high levels of customer satisfaction.
- Identify opportunities for cross-selling and upselling financial products to existing clients.

#### **4. Marketing And Promotions :**

- Leverage the Marketing department for effective promotional strategies and campaigns to drive product awareness and market penetration.
- Collaborate with the marketing team to develop creative marketing materials and initiatives.

**BYJUS - THINK & LEARN PVT. LTD.**  
**Senior Business Development Associate.**  
***27<sup>th</sup> January' 2021 to- 2<sup>nd</sup> June' 2023***  
**Business Development Associate**

1. Utilize Sales Force to meticulously manage accounts, pipelines, and opportunities.
2. Gain experience in Sales Force with regards to reporting and managing day-to-day business functions.
3. Manage logistics, control engineering and design, order placement, vendor relationships, customer utilization and technology.
4. Develop business relationships with customers to sell software package which enhance their internet presence and marketing portfolio.
5. Maintain client/prospect information within billing and CRM database.
6. Maintain data integrity of prospects in Connect Wise CRM application.
7. Create client negotiation database, increasing accuracy in documentation, improve access and transmission of information to all parties.
8. Identify new business opportunities and partners.
9. Demonstrate strong interpersonal skills with the ability to engage effectively with various levels of management, staff, and clients.
10. Assist with drafting business plans, sales pitches, presentations, reference material, and other documents as required.
11. Developing and implementing sales strategies, client service and retention plans, and analyzing sales data to inform or update marketing strategies.
12. Working closely with staff across departments to implement growth strategies.
13. To Counsel students and Parents in an effective Manner to meet the sale target & increase the profitability to an organization.

**AIIESECT EDUCATION CENTER**  
**Soft skill Trainer**  
***1<sup>st</sup> September' 2018 to 25<sup>th</sup> March' 2020***

1. Preparing Course Design & Course module.
2. Training students with subjects such as soft skills, personality development and Communication skills.

## Education

- **Narsee Monjee Institute of Management**  
Masters of Business Administration - Marketing Management.  
Awaited  
Currently pursuing
- **ITM Group of Institution.**  
Bachelors of Business Administration - Gold Medalist  
9.18  
2020
- **CMS IT Training Institute.**  
IT Architecture  
80 %  
2016
- **Lions international School**  
HSC- Higher Secondary School Certificate.  
89.74 %  
2015
- **Narayan Vidhya Vihar**  
SSC - Secondary School Certificate  
73.19 %  
2013

## Key Skill

- Communication skills.
- Growth Oriented Mindset.
- Cognitive Ability.
- Adaptation.
- Negotiation.
- Collaboration.
- Leadership skills.
- Critical & Analytical Thinking.
- Innovative Thinking.
- Conflict Management.

## Project

- **The Subtle art of Being Emotionally Intelligent.** **3 Months**  
Have submitted research work during capstone final year project.

## Achievements & Awards

- 1) Received Award Certificate of Appreciation in Recognition of The Valued Contribution for 10 Days as a Host in UNESCO (United Nations Educational, Scientific and Cultural Organisation.) - World Heritage - Let's Heritage Program.
- 2) BYJUS Attainment : (A) Won the tag of Achiever in Achievers meet for achieving Achievers Clubs designation twice. (B) Won the tag of Champion multiple times in "Champions Meet" for achieving maximum profitability parameter. (C) Won "The Trip to Massurie" for achieving highest numbers in PAN India. (D) Won the best employee recognition under PAN India for best performance during the Super September Competition for highest revenue.
- 3) Received Award in Appreciation for Valued Contribution as Trainer of Special Session on Mock Parliament at CA Students Conference Organized by Board Of Studies ICAI - Institute of Chartered Accountancy of India.
- 4) Received Certificate for Contribution as a Organizing Team Member of National Conference Organized by Institute of Leadership and Governance, Maharaja Sayajirao University of Baroda.
- 5) Completed Training Course of Ministry of Electronics and Information Technology, Government of India and Received Training Certificate of Digital India Workshop." Organized by National Institute of Electronics and Information Technology.
- 6) Presented Research Paper at the 6th Regional Conference on , "Quality and Accreditation of Higher Education in India : Policy and Best Practices." Organized by Higher Education Forum - Gujarat Chapter and Internal Quality Assurance Cell of The Maharaja Sayajirao University of Baroda and C.K. Shah Vijapurwala Institute of Management.
- 7) Received Certificate and Cash Prize At GTU Techfest for Securing First Position in Advertise Management organized by Gujarat Technical University Board.
- 8) Convegno Awards : (A) Received Award and Certificate of Achievement at "Convegno - A Management Meet." for securing 1st Position in Ad-Movio Competition Organized by Indulekha Ipcowala Institute of Management CHARUSAT (Charotar University of Science and Technology.) (B) Received Award and Certificate of Achievement at "Convegno - A Management Meet." for securing 1st Position in Debate Competition Organized by Indulekha Ipcowala Institute of Management CHARUSAT (Charotar University of Science and Technology.) (C) Received Award and Certificate of Achievement at , "Convegno - A Management Meet." for securing 1st Runner up Position in Strategio Competition Organized by Indulekha Ipcowala Institute of Management CHARUSAT (Charotar University of Science and Technology.)
- 9) Have Received Multiple State Level and Zonal Level Achievements and Awards During School level Journey which Mainly consists followings : (A) Certificate for securing first position at state level Organized by Dakshin Gujarat Vij Company Limited(DGVCL)., (B) Recieved Certificate by Govt. of Gujarat for securing First Position in Best Reader in State Organized by Read Gujarat Campaign Education Department Government of Gujarat., (C) Recieved Award and Certificate for Best Power Point Presentation Competition on Ideology of Swami Vivekananda Organized by Shree Jayendrapuri Arts and Science College., (D)Received Award and Certificate of Gujarat school level Essay Competition Organized by TATA - Building India in Senior Category., (E) Apart from these Have Recieved Many Achievements of District, Zonal, Inter school & Inter college Level Competitions.

## ***Industrial Exposure***

- Sanofi India Limited, Ankleshwar. - Have done research with senior leader team during internship on, "Change Management" at an MNC Sanofi India limited.

## ***Technical Skills***

- Computer Proficiency : Microsoft Certified.
- Process Automation.
- Software Proficiency.
- Lead Data Base Management.
- Operational Excellence.
- Client Management.

## ***Activities***

- Contributed to Community as a Volunteer, Summer Camp Incharge and Programme for University Incharge at NGO Friends Society, Vadodara.
- Served In Constant 3 Drives of Khadi For Nation, Khadi For Fashion as a Master Of Ceremony, Host & Organizing leader.
- Have Contributed as Executive Management Committee Member and Hosted Multiple Events at National Service Scheme, MSU, Baroda.
- Have Contributed to College in various Event Management as Organizing Leader and have Hosted Multiple Youth Events, apart from it have been Active in all inter college activities and achieved multiple tags for the same.
- Have Attended Multiple Seminars and Workshops to Upgrade Myself.
- Have Directed & Provided Script for Multiple Plays at College.

## ***Personal Strengths***

- Disciplined.
- Dedication.
- Determination.
- Flexibility.
- Detail oriented.
- Multitasking.
- Management Skills.
- Time Management.

## **Personal Profile**

- Name : JAIMIN THAKKAR
- Father's Name : PARESHKUMAR THAKKAR
- Date of Birth : 24<sup>th</sup> February 1998
- Marital Status : Single
- Nationality : Indian
- Languages Known : English, Hindi & Gujarati
- Hobby : 1) Drama 2) Music 3) Public Speaking 4) Art & Crafts  
5) Culinary 6) Reading

## **Declaration**

I hereby declare that the above particulars of facts and information stated are true, correct and complete to the best of my belief and knowledge.

**[JAIMIN THAKKAR]**