



Rahul Chaurasiya

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Objective

Seeking a dynamic role within an organization to apply extensive experience in business development, driving company growth through strategic sales initiatives.

Experience

- **FONTY Supply Chain Solutions, Bhopal, Madhya Pradesh.** 01/08/2023 - Till date.
Key account executive.
 - Strategic account management initiatives, enhancing customer satisfaction and driving revenue growth from existing clients. Successfully secured new business opportunities through proactive visits to customer sites, leveraging strong relationship-building skills.
 - Utilized SAP-ERP proficiency to streamline sales processes, including the creation of quotations, purchase requisitions (PRs), and execution of various tasks within the SAP platform.
 - Led daily sales operations, overseeing critical tasks such as Project Pre-Delivery Inspection (PDI), Project readiness, and coordination of new business efforts. Ensured seamless delivery of Project with accurate technical specifications, contributing to customer satisfaction and retention.
 - Conducted daily outreach to customers, gathering feedback, managing inquiries, and facilitating timely issue resolution through effective cross-departmental coordination.
 - Strategically leveraged the Indiamart Portal to generate new business, demonstrating adept lead management skills and driving sales growth.
 - Managed the company's LinkedIn profile, collaborating with the digital marketing team to develop engaging content and enhance brand visibility in the digital space.
- **Shreeram Enterprises(Biyani Engimech Pvt. Ltd.)- Indore, Madhya Pradesh.** 01/06/2022 - 06/07/2023
Business Development Executive.
 - Proactively generated new business through strategic cold calling, targeted cold emailing, and leveraging online portals such as Indiamart and LinkedIn.
 - Successfully converted leads from various sources into satisfied clients, demonstrating effective lead management skills and a knack for identifying opportunities.
 - Maximised revenue from existing clients through adept cross-selling and upselling of products and services, contributing to overall business growth and client satisfaction.
 - Professionally and promptly addressed customer inquiries, ensuring high levels of customer satisfaction and retention.
 - Spearheaded the preparation of quotations, purchase invoices (PIs), Letters of Intent (LoIs), and contract documentation, ensuring accuracy and compliance with company standards.
 - Played a key role in enhancing the company's digital presence by optimizing its profiles on Google My Business and LinkedIn, as well as improving website performance to attract and engage potential clients effectively.

Education

- **Involve into the preparation of Gate & Mechanical Psu Exam.**
2016-2022
- **LAKSHMI NARAYAN COLLEGE OF TECHNOLOGY, INDORE (M.P)** 2012-2016
Mechanical engineering
69%
- **Board of secondary education, madhya pradesh** 2011-12
Higher secondary
74.40
- **Board of secondary education, madhya pradesh** 2009-10
High school
76.66%

Skills

- **ERP and CRM Software Proficiency:** Skilled in utilizing ERP software such as SAP and CRM software to streamline operations, enhance productivity, and optimize customer relationship management processes.
- **Indiamart Business Development:** Skilled in managing and leveraging the Indiamart portal to effectively generate business opportunities.
- **Business Development Skills:** Proficient in identifying and pursuing new business opportunities, cultivating client relationships, and driving revenue growth through strategic initiatives.
- **Digital Marketing Expertise:** Experienced in lead generation, email marketing, and social media management strategies to drive engagement and conversions effectively.
- **Microsoft Office Proficiency:** Proficient in utilizing the Microsoft Office suite for efficient and effective document creation, data analysis, and presentation development.

Achievements & Awards

- GATE 2020 QUALIFIED

Interests

- Sales and Marketing

Aware About

- Lead generation through LinkedIn platform.

Trade Show Attended

- Industrial Engineering Expo 2022 Indore
Express logistics & supply chain conclave 2023 Mumbai