

SUMIT GIDWANI

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Professional Summary:-

Business development professional experienced in aspects of sales, BD, lead generation, cold calling, new client acquisition, merchant retention, revenue generation, negotiation and client services.

Work History:-

International Research Institute for Manufacturing (Mumbai) – Associate – Business Development **January 2019 - Present**

International Research Institute for Manufacturing (Mumbai) – Business Development Executive **June 2018 – December 2018**

Key Highlights:-

- **Generated a revenue of Rs 2 Cr (Rs 20 millions) for International Research Institute for Manufacturing in 2.5 years.**
- **On-boarded and liaison with 30+ clients like Mondelez India, Sun Pharmaceuticals, Glenmark Pharmaceuticals, Mankind Pharma, Thyssenkrupp Elevators, HUL, Reckitt Benckiser, JSW Group, Minda Corporation, Cummins India, GHCL, Kirloskar Brothers, Ordnance Factories, Sutej Textiles and Industries, Camlin, Suzlon Energy, Case New Holland, Sheela Foam, JK Paper, Fenesta Building Systems etc from Fortune 500.**
- **Proven track record of meeting and exceeding sales targets.**
- **Hands on experience with interacting and closing the deal with the senior management (MD, CEO, COO, Presidents, VP, etc).**
- **Experience in handling multiple portfolios like Project Manager, Admin and Accounts with the existing BD responsibilities.**

Roles & Responsibilities:-

- To generate leads and connect with the concerned authorities (MD, CEO, COO, VP, etc) of the potential clients to generate new business.
- Maintain and develop good relationship with existing and new customers through personal contact, meetings or via telephone etc.
- Manage the sales process from opportunity identification to customer sign off and raise awareness of the products.
- Meet and exceed targets relating to lead generation, client acquisition, revenue growth and client retention.
- Record sales and order information.
- Gathering market and customer information regarding variations in prices, delivery and customer specifications to their managers.
- Respond to incoming merchant registrations and Requests for Information (RFIs) in a professional manner.

- Co-ordination during events with the related stakeholders and help the management in forthcoming events and training workshops.
- Develop effective working relationships with customers through regular meetings and identify and obtain further sales and business development opportunities.
- Work with Group marketing to develop marketing campaigns to support Sales Strategy.
- Identify requirements for new products & services to anticipate and potentially lead the market.
- Undertake regular project reviews with all involved in these processes to ensure transfer of knowledge.
- Provide regular feedback to senior management about marketplace and competitor activity.

Additional Work:-

1. Program Manager

Roles & Responsibilities:-

- To get the required details of the sale from various sources like enrolment form, master database or the sales person.
- To co-ordinate and plan the training workshop for the clients.
- To plan and co-ordinate for the onsite assessments (audits) scheduled for the month
- To co-ordinate with the assessment team and give them the inputs on the detailed report to be sent.
- To provide support and input before, after and during the awards ceremony.
- Liaison with various delegates from the media houses to provide the required support in scheduling and running the live telecast of the awards program.

2. Administration:-

Roles & Responsibilities:-

- To keep a track record of the office supplies and stationery.
- To co-ordinate, plan and finalize on the venues with the delegates from premium hotels for the events (training workshop, awards ceremony etc.)
- To get the required quotation and finalize the best possible deal within the organization's budget for the above-mentioned events.
- To co-ordinate for the program launch with the sales team.
- To co-ordinate with the awards vendor for making and dispatching the awards trophies and plaques to various locations across India.

3. Accounts:-

Roles & Responsibilities:-

- Maintain the client master database.
- To generate tax invoices using “Quickbooks” software.
- Payment follow up with the clients.
- To maintain, monitor and update the database related to invoices, finance, and GST.

www.tilebathkitchen.com & www.cementcart.com
E-commerce Industry - Construction Materials

Roles & Responsibilities:-

- Generate and close effective leads for the business via calling, e-mailers & meetings.
- Identify the decision makers within the merchant organization & set up online/offline meetings on regular basis.
- Develop a prospect contacts by attending industry events and exhibitions to build relationships.
- Respond to incoming merchant registrations and Requests for Information (RFIs) in a professional manner.
- Meet and exceed targets relating to lead generation, merchant acquisition, catalog management, revenue growth and merchant retention.
- Strong follow up with leads using CRM.
- Ensure strict adherence of on-boarding process and internal procedures.
- Adhere to maintain and record all the reports on regular basis.
- Represent company at industry events, including round tables, speaking forums and new business events.

Skills:-

- Business Development & Sales
- Lead Generation
- New Client Acquisition
- Cold Calling
- Client Retention
- Revenue Generation
- Client Services
- Microsoft Office (Word, Excel, Outlook)
- Communication & Presentation Skills
- Leadership
- Catalog Management

Education:-

B. E. | Chemical Engineering | K. K. Wagh Institute of Engineering Education & Research, Nashik | 2017

H. S. C. | Science | R. N. C. Arts, J. D. C. Bytco, N. S. C. Science College Nashik Road, Nashik | 2013

S. S. C. | High School | St. Patrick Convent High School, Devlali Camp, Nashik | 2011

Hobbies:-

- Travelling
- Exploring new places
- Playing Chess
- Bowling
- Listening to Music
- Watching movies
- Playing Cricket and Football
- Stock Market Research

Languages Known:-

- English - Fluent
- Hindi - Fluent
- Sindhi - Native
- Marathi - Fluent

Other Information:-

- Date of Birth:- 06th October 1995
- Nationality:- Indian