Kavan

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**BUSINESS SKILLS**

* Business Development and communication,
* Effective Sales and Marketing Skills.
* Strong Initiative, Leadership and Relationship-building skills.
* Up-to-date on field trends
* Innovative Ideas
* Creative approach and Team oriented.
* Eagerness to excel.
* Always forthcoming.

**WORK EXPERIENCE:**

**Freelance Sale of Pre-Owned Cars and Accessories – 2008 - till date**

1. **Business Development Manager: ( August 2015 –Dec 2016)**

**Sudeep Glass and Plywood Corner,**

**TN Main road, Siddharth Layout,**

**Mysore - 570011**

* Outdoor sales – identifying potential customers and retrieving contacts;discovering and exploring opportunities.
* Examining risks and potentials; estimating partners' needs and goals.
* delegating target customers and understanding the market potential, and staying up to date with its trends;
* cold calling to arrange meetings with potential customers to prospect for new business;
* Negotiating futuristic strategies and
* co-ordinating with suppliers to check the progress of existing orders;
* checking the quality and the quantity of goods on display and in stock;
* Managing and coordinating employees and work progress.
* negotiating on price, costs, delivery and specifications with buyers closing with the best deals;
* Makingrapid cost calculations and providing customers with quotations.

1. **Marketing &Sales Executive/ Business Promotion(July/2012 – June/2013)**

**Inspire Honda**

**Shah Automotive pvt., Ltd**

**Mysore – 570018**

* Involved in business to business and Business to customer/consumer sales and marketing
* listening to customer requirements and presenting appropriately to make a sale;
* maintaining and developing relationships with existing customers in person and via telephone calls and emails;
* cold calling to arrange meetings with potential customers to prospect for new business;
* acting as a contact between the company and its existing and potential markets;
* negotiating the terms of an agreement and closing sales;
* gathering market and customer information;
* representing their company at trade exhibitions, events and demonstrations;
* negotiating on price, costs, delivery and specifications with buyers and managers;
* challenging any objections with a view to getting the customer to buy;
* advising on forthcoming product developments and discussing special promotions;
* projecting ideas that is largely dictated by the prospective customer;
* liaising with suppliers to check the progress of existing orders;
* checking the quantities of goods on display and in stock;
* reviewing your own sales performance, aiming to meet or exceed targets;
* gaining a clear understanding of customers' businesses and requirements;
* making accurate, rapid cost calculations and providing customers with quotations;
* feeding future buying trends back to employers;

1. **Industrial trainee (Feb 10th – April 10th, 2015)**

**F&B and Front Office associate - Host**

**Taj hotels resorts and palaces –**

**Vivanta by Taj holiday village,**

**Dando, Candolim, Bardez, Goa – 403515**

* Assisting in day to day functions of the department and ensuring maximum guest satisfaction at all times, in all situations.
* Airport duty – guest assistance

**EDUCATION**

**MTA (masters in tourism and administration) – University of Mysore [August, 2015]**

SBRR Tourism development Institute – Mysore, India

**BBM (bachelor of business management) - University of Mysore [August, 2012]**

VidyaVikas Institute of Business Management – Mysore, India

**Higher Secondary and Schooling**

Cauvery Pre University College -Bhagamandala, Karnataka India