**DARSHAN**

**DARSHAN.358978@2freemail.com**

**BUSINESS DEVELOPMENT MANAGER**

**Career summary**

An articulate, competent and confident professional, who has an in-depth understanding of business development principles. Darshan is able to think creatively from both a product and commercial perspective, and possesses the unique experience of having previously worked in a startup environment. He is a determined marketing professional who can sell a variety of high-end services in a competitive environment. He is highly organized, ambitious, driven and possesses the capability to develop maximum sales and profitability. Right now, he is looking for a rewarding position that offers the chance to play a key role in marketing and sales.

**Work experience**

**Diamond Elements Pvt Ltd (Surat, India)**

BUSINESS DEVELOPMENT MANAGER

(June 2014 – Oct 2014 and July – 2016 to Feb – 2017)

Responsible for managing new and existing accounts and developing them to their full potential to ensure consistent recurring revenues.

* Winning major client accounts.
* Keep records of sales, revenue, invoices etc.
* Develop entry-level staff into valuable salespeople
* Supporting and advising junior members of staff.
* Developing marketing literature.
* Develop a growth strategy focused both on financial gain and customer satisfaction.
* Arrange business meetings with prospective clients.
* Promote the company’s products/services addressing or predicting clients’ objectives.
* Coming up with a bespoke solution to meet the needs of customers.
* Managing sales pipeline and closing business.
* Making a high number of daily outbound calls to prospective new clients.
* Reviewing customer feedback and then suggesting ways improve processes and service levels.

**Key skills**

**AREAS OF EXPERTISE**

|  |  |  |  |
| --- | --- | --- | --- |
|  | Presentation skills |  |  Email marketing |
|  |  Closing skills |  |  Time management |
|  |  Customer loyalty |  |  Market research |
|  |  Client Retention |  |  Negotiation |

**BUSINESS DEVELOPMENT SKILLS**

* Identify and capitalizing on opportunities.
* Understanding customer requirements.
* Strong commercial awareness.
* Networking in a professional manner.
* Maximizing revenue at every opportunity.
* Developing key relationships.
* Identifying important decision makers.
* Superb consultative sales techniques.
* An articulate and experienced negotiator.
* Sound financial and commercial awareness.
* Developing successful and innovative delivery methodologies.
* Demonstrating products and services in person.
* Meeting and selling to senior executives.
* Conducting commercial negotiations.
* Knowledge of how to get past the screening processes and to be able to contact important decision makers.
* Experience selling new services.
* Able to open doors and initiate relationships.

**MANAGERIAL SKILLS**

* Comprehensive understanding of the internal processes and organizational structure of businesses.
* Understanding key business drivers.
* Analyzing and solving problems.
* Taking charge of long term projects.
* Managing the marketing mix.
* Able to review the time and resources spent with a prospect client against the return on investment.
* Taking responsibility for personal development.

**University of Bedfordshire (Luton, UK)**

MANAGEMENT TRAINEE Oct 2015 – Jan 2016

* Effective communication with the Students who came to collect information regarding course, mitigation or student accommodation.
* Preparation of different cultural events to bring multicultural students together.
* Assisting Faculty to bring a best possible solution for students, those who are suffering from cultural Shock.

**Academic Qualification**

**Master of Business Administration (MBA)**

University of Bedfordshire (Luton, United Kingdom)

Nov-2014 to Mar- 2016

* Team Work and Presentation skills were further enhanced by doing group projects and giving presentations on a weekly basis. Doing consultation work for actual companies during practice weeks familiarized me with the current challenges faced by organizations in the business world.
* Management Skills and Knowledge Developed with the help of Relevant Modules: Strategic Management, Leading People in Organizations, Marketing for Managers, Accounts and Finance for managers, Managing Operations, Business and Financial markets, Small Business and Entrepreneurship, Executive Development, and Competitive Global Context.
* As a part of a curriculum, did Airline simulation, got an opportunity to run Virtual Airline industry, which enhanced my business skills by recognizing several challenges faced by management while taking strategic decisions to run a business.

**Bachelors of Engineering (Electronics and Communication)**

GCET University

June 2010 to July- 2014

* Bachelors of Technology in Electronics and Communication Engineering in G.H. Patel College of Engineering and Technology.
* Successfully worked as a project manager of two projects of Traffic Signal improvement project and Home Automation System via the use of radio frequency.