

Pinkesh Gandhi

Business Development Professional

Strong Business Development professional encouraging manager and analytical problem-solver with talents for team building, leading and motivating, as well as excellent customer relations aptitude and relationship-building skills. Proficient in using independent decision-making skills and sound judgment to positively impact company success. Dedicated to applying training, monitoring and morale-building abilities to enhance employee engagement and boost performance.

Multi-tasking Manager well-known for creating positive workplace culture and high-performing teams. Demonstrated expertise, including competitive offerings, pricing and market positioning.

Adept individual with more than 3 years working as Manager, revenue-generating business. Determined and experienced in mentoring and challenging team members to meet and exceed company goals.

Ready to offer exceptional leadership and planning abilities to take on new role in Appointment setting.

Demonstrated expertise in cultivating and managing exceptional teams to meet and exceed demanding targets. Well-versed in Human Resources standards and market trends.

Responsible for end-to-end sales process, including lead generation, requirement gathering, creating proposals, handling negotiations and winning orders.

Analyzing project requirements and communicating it to the technical team.

Client development and acquiring new business in an international environment through Direct Marketing activities & Sales Strategy.

Screening potential business deals & focusing on closure by following effective strategies.

Coordinating with business development executives and supporting them to nurture prospects.

Generating Leads from US, Europe, Middle East and SEA (South East Asia) Geography via telephone and mass communication such as email and social media.

Analyzing and evaluating research and interpreting data, making sure that key information is identified.

Key focus on learning about new technologies and being updated with current market demand.

Effective communication and analytical skills.

Determined and responsible Business Development Manager with more than 3 years of success boosting efficiency and streamlining procedures. Focused on smoothly overseeing financial, personnel and operational facets. Effectively balance targets with resources and optimize long-term success.



Work History

**2018-05 -
Current**

Growth Manager

Jombay, Pune, MAHARASHTRA

- Maintained professional demeanor by staying calm when addressing unhappy or angry customers.



Contact

Address

114/1, Soba-Puram, Flat
No - 82, Bldg No - 3,
Opposite RMD Sinhgad
Institute, Mumbai -

- Taking care of entire West, South & North region.
- Answer about 50-60 calls regularly.
- Executed regular process updates to reduce discrepancies and enhance scheduling across calendars and programs.
- Applied performance data to evaluate and improve operations, target current business conditions and forecast needs.
- Used strategies to promote exceptional customer service and create positive environment for employees and clients.
- Set aggressive targets for employees to drive company success and strengthen motivation.
- Coordinated all companies, business executives and site leadership teams by interacting effectively and establishing communication best practices.
- Developed and implemented productivity initiatives, in addition to coordinating itinerary and scheduling appointments.
- Evaluated employee performance on quaterly basis and conveyed constructive feedback to improve skills.
- Engaged prospects and customers through various events, including tradeshow, seminars and workshops.
- Created, managed and executed business plan and communicated company vision and objectives to motivate teams.

**2018-01 -
2018-03**

Senior Business Development Executive

Foxtin, Pune, MAHARASHTRA

- Negotiated and closed long-term agreements with new clients in assigned territory.
- Supervised team in daily activities.
- Managed about 90-100 calls daily.
- Increased business profits by streamlining processes and trimming unnecessary positions.
- Developed program to promote new managers from within, building and maintaining cohesive

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Pune, MH, 411058

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pinkeshgandhi35@gmail.
com

LinkedIn

[https://www.linkedin.com
/in/pinkesh-g-a0689ab0/](https://www.linkedin.com/in/pinkesh-g-a0689ab0/)



Skills

Business planning



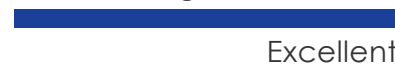
Very Good

Research



Excellent

Time management



Excellent

Sales



Very Good

Team Work



Excellent

New Business

Development



Excellent

Prospective Clients



Excellent

Goal-setting



Excellent

leadership structure.

- Interviewed, supervised and motivated staff members to achieve optimal productivity.
- Oversaw daily administrative operations, including QA, daily leads qualification and deficit for campaigns working on.

2017-05 -
2017-09

Business Development Executive

Suma Soft Pvt Ltd, Pune, MAHARASHTRA

- Delivered campaigns to solidify new client opportunities and generate new business.
- Collaborated with sales and marketing departments to support business objectives and client acquisition.
- Came up with detailed plans to enhance sales management and prioritize long-term business goals.
- Managed about 80-90 calls everyday.
- 175 was highest number of calls made in one day.

Customer Contact

Excellent

Teamwork / Collaboration

Excellent

Project Management

Excellent

Business Development

Excellent

Salesforce

Excellent

Conflict resolution

Excellent

Business development
and planning

Excellent



Education

2020-02 -
Current

MBA: Business Administration And Management, Marketing

Welingkar Institute Of Management - Mumbai

2018-01 -
2020-03

Bachelor in Computer Applications: Computer Programming, Specific Applications

Himalayan University - New Delhi

2010-01 -
2013-03

Diploma: Computer Engineering Technology

Sou. Venutai Chavan Polytechnic - Pune



Accomplishments

- Supervised team of 3 staff members.

- Best Performer of the Quarter - Q4 (2018- 2019)

This was the letter received by my parents from Jombay.

Dear Mr. and Mrs. Gandhi,

We know this comes as a surprise to you :) But that is the whole intention!

We are delighted to let you know that your son, Pinkesh Gandhi has been awarded as one of the top performers for the last 3 months (Jan-March 2019). We value your support, sacrifice and trust that you put in Pinkesh, and in turn in Jombay. Thank you for sharing him with us.

Jombay is made of all people like Pinkesh, who are supported by their families. And we are so grateful for the same.

Pinkesh's performance at Jombay for the last 3 months has been exceptional. He is the newest addition to Team Inside Sales but his comparatively less experience in Jombay did not stop him from outperforming his assigned targets. His dedication towards playing to win and not just to survive helped us realize there is always a chance to be better than yesterday. His rigor and desire to perform as a team player empowers the team to take up new challenges and deliver them with ease. In personal life he is shy and a bit conservative but when in business he is no less than Rocket Singh the Salesman of the year.

Together we intend to take Jombay to newer heights!

Once again, congratulations and thank you for your support!

Regards,

Team Jombay

It was a heart melting experience when this surprise came my way. I wasn't prepared for this. Thank you so much team Jombay for this recognition. It really means a lot.

- Best Performer of the Quarter - Q1 (2019- 2020)

And yet again!!

This was the letter received by my parents from Jombay.

Dear Mr. and Mrs. Gandhi,

We know this comes as a surprise to you :) But that is the whole intention!

We are delighted to let you know that your son, Pinkesh Gandhi has been awarded as one of the top performers for the last 3 months (April-June 2019). We value your support, sacrifice and trust that you put in Pinkesh, and in turn in Jombay. Thank you for sharing him with us.

Jombay is made of all people like Pinkesh, who are supported by their families. And we are so grateful for the same.

Pinkesh's performance at Jombay for the last 3 months has been exceptional. He is extremely consistent and hard-working. He never takes No for an answer while fixing up a meeting. He has a lot of potential and a consistent Star Performer for the last 2 quarters!

Together we intend to take Jombay to newer heights!

Once again, congratulations and thank you for your support!

Regards,

Team Jombay

- Best Performer of the Quarter - Q2 (2019-2020)

And when it's a #hatrick

This was the letter received by my parents from
Jombay

Dear Mr. and Mrs. Gandhi,

We know this comes as a surprise to you :) But that is
the whole intention!

We are delighted to let you know that your son,
Pinkesh Gandhi has been awarded as one of the top
performers for the last 3 months (July- September
2019).. We value your support, sacrifice and trust that
you put in Pinkesh, and in turn in Jombay. Thank you
for sharing him with us.

Jombay is made of all people like Pinkesh, who are
supported by their families. And we are so grateful for
the same.

Pinkesh's performance at Jombay for the last 3
months has been exceptional. He is extremely
consistent and hard-working. He is always smiling and
has a 'Never say No attitude'. He works in silence and
lets his work make the noise. He has been a
consistent Star Performer for the last 3 quarters!

Thank you for all your support to Pinkesh!

Together we intend to take Jombay to newer heights!

Once again, congratulations and thank you for your
support!

Regards,

Team Jombay



Languages



Interests

Interested In communicating with Business Heads & figure out their Business Challenges

Customer Service

Solving Client Problems