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FALCON ID # 21900

Oilfield Services / Business Development - Product Sales

Residential Country : India Nationality : India
Resume Title : Business Development Manager Notice Period : 30 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
Mba/pgdm	Mumbai University	2011	India
B.b.a.	Mumbai University	2008	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Business Development Manager	Reputed Company	India	10/2013	05/2015
Account Manager ? Corporate Sales	Cogencis Information Services Ltd	India	10/2012	10/2013
Business Development Associate	Crisil Ltd	India	03/2011	10/2012

ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

Additional Skills :

Key Responsibilities:

- Roles involves acquisition of new business in western & southern region, across the BFSI and corporate segment and manage a given portfolio of key clients in India which includes ICICI Bank, Axis Bank, PWC, TATA Group, WIPRO & IIM's
- Role involves meeting with Credit and Risk department of banks, Investment team of IB, PE/VC, Corporate strategist, Advisory & Consulting firms, Head of Knowledge Management Cell
- Structuring the deal as per the client requirements and to ensure repetitive business from the clients
- Penetration into the existing clients for further business opportunities and working with support staff to ensure customer satisfaction
- Closing the deals and catering to the provided key accounts to dig more for business in various departments and group companies
- Meeting monthly, quarterly and annual targets through hunting of new prospects and upgrade of existing accounts

Additional Information :

Career Objective: Seeking a position that will benefit from my Sales experience, positive interaction skills and industry contacts, where my experience can improve the sales results of organization

Roles involves selling Cogencis Real-time workstation to new business prospects and manage a given portfolio of existing clients which includes entire TATA Group, Mahindra Group, and Aditya Birla Group etc.

- Meeting with CFO's/CEOs or senior management or Treasury of all concerned organization as a part of a Top-Down Account Management Strategy.
- Formulating revising and executing various sales strategies from time to time.
- Structuring the deal as per the client requirements and to ensure repetitive business from the clients.
- Penetration into the existing clients for further business opportunities and ensuring retention and sales penetration.
- Achieving monthly, quarterly and annual sale targets.
- Managing relationship with existing customer base.