



PROFILE

Focused and Experienced Business Development Manager with exceptional planning and implementation capabilities. Highly-trained in corporate environment with in-depth understanding of users' requirements gathering and market trends.

CONTACT

PHONE:

EMAIL:

gajeraparag21@gmail.com

LANGUAGES

English – Fluent
French – Intermediate
Hindi – Mother Tongue
Gujarati – Mother Tongue

HOBBIES

Personality development
Reading Books
Watching Movies

GENERAL SKILLS

Honest
Analytical
Team player
Self-confidant

REFERENCE:

MR. Nikhil Gajera (AirBus)
nikhilgajera@gmail.com

Work Permit

Eligible to work full time

PARAGKUAMR GAJERA

BUSINESS DEVELOPMENT

EDUCATION

ESLSCA Business School, Paris

Oct 2018 – June 2019

MBA Specialization in Leadership and Management also learn in deep about Strategic Alliances, Strategic Management, Consumer Behavior, Business Planning, Innovation and New Product Management, Public Speaking.

Rajasthan Technical University, India

Aug 2008 – July 2012

Bachelor in engineering

Specialization in Electronics and Communication

WORK EXPERIENCE

A&A Business Consulting - Business Consultant, India

Sept 2017 – Sept 2018

In Business Consulting service-based business I was mainly responsible to drive sales through various premium leads. I have achieved all my target in yearly basis.

Malhar Steel LLP - Business Development Manager, India

Nov 2015 – Aug 2017

Steel based business, I have successfully created a good distribution network to sell steel products of company, I was handing team of sales and business development. Achieved forecasted revenue during my tenure.

NCVT Pvt Ltd - Business development Manager, India

Aug 2012 – Nov 2015

Industrial Automation based company in which I was mainly responsible for sales and business development of two departments of company, Automation Project Service and Industrial Training. I have handled 5 branches successfully to drive business.

COMPUTER SKILLS

1. MS Office all Applications
2. ERP Software
3. Salesforce CRM

ACADEMIC PRESENTATIONS

1. Paper Presentation on Negotiation Process
2. Presentation on Conflict Management in Virtual Teams
3. Capstone Project on Business model of Xiaomi