



SHIRISH KHEDKAR

BUSINESS DEVELOPMENT MANAGER

PERSONAL PROFILE

I am a hardworking and motivated Marketing and Business Development Manager, I have a clear, logical mind with a practical approach to problem-solving and a drive to see things through to completion. I am eager to learn, I enjoy overcoming challenges.

CONTACT

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LANGUAGES

ENGLISH - FLUENT
FRENCH - BEGINNER
HINDI - NATIVE

SKILLS

- Solid Financial understanding with effective verbal and written communication.
- Develop relationship with high commitment and involvement. I am proactive, agile, and able to multitask and perform under pressure.
- Being Teach Savvy I am proactive I have the high affinity for business development.
- High adaptability and critical thinker with the ability to tolerate stress.

WORK EXPERIENCE

Mach 3 Management

PARIS FRANCE

Marketing and BDM

JULY 2019 - FEB 2020

Handling B2B for Global market the role required organizing and oversee communication through social media, and other digital platforms.

- Conduct research and analysis to evaluate trends, brand awareness and competition ventures.
- Contacting potential clients establishing rapport.
- Planning and overseeing innovative marketing initiatives.
- Generating business opportunities qualifying leads and prospecting through existing business accounts by engaging with prospective clients.
- Developing four basic growth strategies to expand overall business

- Product development,
- Market penetration,
- Market expansion.
- Diversification.

EDUCATION

Marketing & Brand Management

INSEEC MSC & MBA

Paris France

Mar 2019 - Feb 2020

MBA International Business

University of Wales Institute

Cardiff

London, UK

Jan 2008 - Mar 2009

TECHNICAL SKILLS

Social Media Marketing

Google Ads & Analytics

SEO

MS Office Suit

Tools Expertise

Wordpress

Trello

Slack

Canva

Hubspot

Dux Soup

Wordpress

AK Enterprise,

MUMBAI INDIA

Business Manager Banking

JULY 2010 – DECEMBER 2018

As a Business Manager I was involved in proactively developing a high-end business solutions for our existing and potential prospects driving and exceeding the revenue goals influencing success on every level.

- Identify key business driver building plans for maximising sales through the relevant channels.
- Managing social media presence by generating content and interacting with target audience.
- Manage and support both the borrowers and lending banks, NBFC's marinating through innovative ideas and solutions for prospective outcomes.
- Identify new customers, targets with high potential to sustain and expand them through strategic relationship management.
- Monitor achievement of commercial plan and support, educate other teams to develop brand and increase Market Share.
- Created and launched several marketing campaigns that improved organisation direct sales by 40%.

Transport for London,

LONDON, UK

Customer Service Co-ordinator

JAN 2009 – JULY 2010

Being a Customer Service Coordinator at TFL which has an annual revenue of 2.7 billion in UK Market; involved delivering of exceptional customer experience, troubleshooting and managing complaints maintaining positive and friendly disposition.

- Manage and mentor other associates in accomplishing the highest CSR quality.
- Fielded customer complaints and issues, with 90%+ of issues resolved to customer satisfaction.
- Ensure customer satisfaction and improve upon areas of dissatisfaction providing a qualitative usage reports to the higher management. .
- Analyzing results using CRM and Excel.

3 Global Services,

MUMBAI INDIA

Advisor

DEC 2006 – JAN 2008

As Advisor as UK's leading Telecom service provider with 10 million customers involved consistently achieving record-high customer satisfaction rankings, improvements to the bottom line resolving grievances regarding mobile services. (Technical & Non-Technical) (Phonic & Written)

- Disentangle conflicting issues ensuring timely and successful delivery of technical resolutions through value propositions.
- Received a 92% average CSR, winning "Employee of the Month" in August of 2007.
- Evaluate opportunities to increase customer satisfaction, increasing sales, and retention opportunities.

Mintage Eletro Group,

MUMBAI INDIA

Marketing Supervisor

JUNE 2001 – NOV 2006

Working for an organisation of 400 employees my key role involved expanding company's market share in FMCG through strategic sales initiatives and handled creative direction of many marketing campaigns through meticulous business planning.

- Exceed establishing new business revenue and renewal targets by closing new business and managing current accounts.
- Identify regional trendsetter ideas researching industry related events, publications, and announcements.
- Develop strategic sales for all company products and increased the National Sales by 8%.
- Negotiate, develop and secure new channels of sales, resulting increased revenues by 10 to 20 %.