

Krishnapal Gurjar

PROFESSIONAL SYNOPSIS

A proactive and energetic Business Development Executive with entrepreneurial mindset and demonstrate history of working in building material industry. Having experience in end to end Project, Retail & Channel Sales, Business Development, Key Account Acquisition & managing, Channel Acquisition, Sales operations and client relations. A professional With notable set of ethics, integrity and attitude.

CONTACT ME

Mobile Number
+91 94073 09832

E-mail
gurjar.kp07@gmail.com

Address:

Present Address
Rh-09, Flower Valley
Society, Runwal Nagar, Opp
Viviana Mall, Thane (West),
Thane-400601

Permanent Address
S.No.-06, Ward.No.-05,
Teh-Malhar Garh, Gram-
Kheda, Khadan, Post- Bahi
Parshwanath, Mandasaur,
M.P., 458664

SOCIAL LINKS

LinkedIn:
<https://in.linkedin.com/in/krishnapal-gurjar-843b72124>

LANGUAGES

English

Hindi

Marathi

WORK EXPERIENCE:

Win-Square Systems (India) LLP

(A leading company in U-PVC Window and Door Systems having Technical Collaboration with World's largest player Koemmerling, Germany.)

Duration: July 2018 to Present

Business Development Executive

Location: Mumbai

Job Profile:

- Generating sales and collection on monthly basis in the assigned territory, for complete range of product.
- Prepare and submit quotations, negotiate commercial terms and win orders.
- Handling Key Accounts in the assigned territory and acquiring new key clients.
- Building a strong network and relations to achieve aggressive sales target.
- Responsible for developing and executing the sales strategy in the assigned territory.
- Conducting activities like architect and contractor Meets to acquire new channels and influencers.
- Forecast future trends In Client Needs & Behavior through customer feedback.
- Liaison with operations towards ensuring smooth and targeted dispatch to customers.
- Involved in Business and marketing Strategy, Plan includes marketing campaign and exhibitions.

Nitor Infotech Pvt. Ltd.

(Nitor Infotech is a software product development services company.)

Duration: March, 2018 - June, 2018

Business Associate

Location: Pune

Job Profile:

- Worked closely with onsite sales team, helped them through inside sales activities like cold calling and follow up to American prospects.
- Supported sales teams towards account mining / cross-sell activities by pitching relevant capabilities.
- Worked and learned how IT helps to businesses and reduce their complexities in the day to day operations.

COMPUTER SKILL



HOBBIES



KEY ACHIEVEMENT : Yet to be Achieved.

ACADEMIC EDUCATION:

PGDM (Marketing) – 60.61%

2016-2018
IIEBM, Indus Business School, Pune

Bachelor of Business Administration – 69.96%

2012-2015
Mandsaur Institute of Science and Technology, Mandsaur (MP)

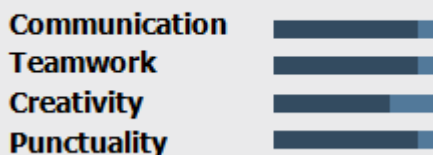
HSC – 70.60%

2011-2012
Bhartiya Vidya Mandir, Mandsaur (MP)

SSC - 60.50%

2009-2010
MDS High School, Piplia mandi (MP)

PERSONAL SKILLS:



PERSONAL DETAILS

Date of Birth : February 01, 1993
Gender : Male
Nationality : Indian
Marital Status : Unmarried