

Satish Kumar

Mechanical Engineer

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Innovative Business Development Manager experienced in converting sales leads and managing multiple accounts. Highly skilled in forecasting, project management and strategic planning with exceptional communication abilities. Thorough in monitoring trends and capitalizing on emerging opportunities.



Work History

Jun 2023 **Business Development Manager**

- Sep
2023

Sushila Parmar International Pvt Ltd, Pune

- **Market Analysis:** Conducted market research, monitored industry trends, and analyzed market dynamics.
- **Sales Strategy:** Developed and executed sales plans, exceeding revenue targets consistently.
- **Client Relations:** Cultivated and managed key client relationships, ensuring high satisfaction levels.
- **Product Expertise:** Maintained up-to-date knowledge of polymer products and educated clients.
- **Supply Chain Coordination:** Ensured timely product delivery and efficient inventory management.
- **Market Expansion:** Identified new opportunities and devised market entry strategies.
- **Sales Reporting:** Prepared and analyzed sales reports, enabling data-driven decisions.
- **Team Collaboration:** Worked cross-functionally to support overall business goals.
- **Compliance and Risk Management:** Ensured adherence to regulations and managed business risks.
- **Cost Control:** Managed budgets efficiently, optimizing expenses for profitability.
- **Continuous Learning:** Stayed updated on industry best practices and innovations.
- **Customer Feedback:** Gathered and acted on feedback for process improvement.

- **Competitive Analysis:** Studied competitors' strategies to maintain a competitive edge.
- **Reporting and Documentation:** Maintained accurate records and generated regular reports for management.

◆ **Dec 2021 - Nov 2022** **Business Development Manager**

Think and Learn Pvt Ltd-Byjus, Bangalore

- Established relationships with key decision-makers within customer's organisation to promote growth and retention.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Reached out to potential 150 customers via telephone, email, and in-person inquiries.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Developed process to analyse customer feedback to incorporate insights into product development strategies.
- Established key performance indicators to track and analyse business progress and adjust strategies accordingly.
- Achieved sales goals and service targets by cultivating and securing new customer relationships.

◆ **Oct 2021 - Dec 2021** **TL/Senior BDA**

Byjus, Varanasi

- Demonstrated strong organisational and time management skills while managing multiple projects.
- Demonstrated leadership skills in managing projects from concept to completion.
- Strengthened communication skills through regular interactions with others

◆ **Aug 2020 - Oct 2021** **Business Development Associate**

Byjus, Varanasi

- Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.
- Negotiated contracts and closed sales with new and existing clients.
- Developed business pipeline using cold and warm techniques
- Used Salesforce to handle current portfolio and prospective leads

◆ **Jun 2019 - Aug 2020** **Quality Engineer**

RBM Infracon Private Limited, Reliance Industries Limited, Jamnagar

- Contributed to root cause analysis to determine core reason for failures and errors.
- Coordinated with quality control staff to complete inspections.
- Performed quality inspections and drafted reports to detail non-conforming material issues.
- Maintained compliance with industry standards and regulatory compliance during managed projects.

- ◆ **Apr 2019 - Jun 2019** **Quality Engineer**
Domech Fabricator Private Limited, Reliance Industries Limited, Jamnagar
 - Contributed to root cause analysis to determine core reason for failures and errors.
 - Coordinated with quality control staff to complete inspections..
 - Performed quality inspections and drafted reports to detail non-conforming material issues.

- ◆ **Feb 2016 - Mar 2019** **Site Engineer**
HEERU Corrosion Protection services (I) Pvt. Ltd, Reliance Industries Limited, Jamnagar
 - Oversaw quality control and health and safety matters for construction teams.
 - Ordered and tracked delivery of construction materials and supplies from vendors.
 - Checked technical designs and drawings for adherence to standards.
 - Recorded daily events and activities in site diary to evaluate process and improve productivity.
 - Analyzed survey reports, maps, blueprints, and other topographical and geologic data to plan infrastructure and construction projects.

- ◆ **Jun 2015 - Feb 2016** **Mechanical Supervisor**
Punak Dev Enterprises, Reliance Industries Limited, Jamnagar
 - Maintained adequate inventory of spare parts to prevent critical downtime.
 - Monitored and motivated employees, tracking and documenting activities, correcting problems and implementing improvement plans to boost quality of mechanical work.

◆ Skills

- ◆ Key decision making ◆◆◆◆◆
Advanced
- ◆ New Business Development ◆◆◆◆◆
Upper intermediate
- ◆ Cold Calling ◆◆◆◆◆
Advanced
- ◆ Sales expertise ◆◆◆◆◆
Advanced
- ◆ Revenue Generation ◆◆◆◆◆
Upper intermediate
- ◆ Relationship building and rapport ◆◆◆◆◆
Advanced

Education



Aug 2011 Bachelor of Technology: Mechanical Engineering

- Jun

Krishna Institute of Engineering & Technology - Ghaziabad

2015

- Professional development completed in Industrial Training.
- Awarded with Society of Robotics
- Dean's List 7th Semester 4th Year.
- Member of SAE KIET.
- Elected Captain of College Fest.

Jul 2008 Higher: Secondary Education , Science

- Apr

NIOS - Varanasi

2010

Mar 2007 High School Diploma

- May

Raj English School - Varanasi

2008



Languages

English, Hindi



Accomplishments

- ChatGPT Beginner Certificate
- Won "Best Performer" for Highest Revenue
- Accomplished Highest Ticket Size.
- Directed a team of 15 personnel bringing in 7CR per year.



Additional Information

I possess a strong work ethic, exceptional communication skills, and a passion for driving results. I thrive in fast-paced environments and excel at building strong relationships with clients and stakeholders. My ability to adapt quickly, think strategically, and solve complex problems allows me to contribute effectively to organisational success. I am a motivated self-starter who takes initiative and consistently exceeds expectations. With a keen eye for identifying opportunities, I am driven to achieve excellence in every endeavour . I am eager to bring my expertise, dedication, and collaborative mindset to contribute to the growth and success of your organisation.



Reference

Siddharth Parmar

Director at Sushila Parmar International Pvt Ltd

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