

# Aanchal Medatwal

Business Development Manager

 Bahrain

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## Skills

Market Research & Analysis	● ● ● ●
Business development	● ● ● ● ●
Relationship management	● ● ● ●
Team Building & Leadership	● ● ● ● ●
Proposal Writing	● ● ● ●
Team management	● ● ● ● ●
HTML	● ● ●

## Certifications



- Completed a course in "Sales & Excellence by Dale Carnegie".
- Successfully completed a workshop "Insight into UAE Market and Culture" in Dubai hosted by ETISALAT Academy, UAE.
- Attended International Management Conclave 2013 on "Transforming Leadership Getting Future Ready" Indore.
- Successfully completed Two Day Workshop on Intellectual Property Rights (IPR) organised by MSME- Development Institute, Indore.
- Undergone a 250-hour comprehensive performance-based Leadership Development Program by Stratecent Consulting, to acquire the following skills:
  - Negotiation Skills
  - Problem Solving Skills
  - Spin selling
  - Strategy

## Career Objective

Experienced business development, sales and marketing associate based in New York with hands-on expertise in market research, analysis and evaluating growth strategies. Adept at networking with decision makers, conducting business introductions, and growing a customer base. Excellent communications and presentation skills with proficiency in CRM and MS Office. Recognised for consistent performance and achieving targets.

## Academic History




### PGDM in Marketing

-  Indira Institute of Management, Pune
-  2013 - 2015
-  67%




### Bachelors in Business Administration

-  SVIM , Indore
-  2010 - 2013
-  66%

### Higher Secondary


-  Madhya Pradesh Board
-  2010
-  69.02%


### Secondary


-  Madhya Pradesh Board
-  2008
-  74.01%

# Professional Career


## **iValue Systech Pvt. Ltd.**


 Aug 2022 to Dec 2022


 Ahmedabad

 Business Development Manager


## **Gamecrio Studios Pvt. Ltd.**


 Nov 2021 to July 2022


 Ahmedabad

 Business Development Manager


## **Shatrunjay Pvt. Ltd.**


 July 2018 to Jan 2020

 Ratlam

 Co-founder


## **The Achiever's Academy**


 Feb 2017 to Jan 2018


 Indore

 BDM


## **Career Concept**


 Mar 2016 to Feb 2017


 Indore

 Sales Executive


## **Kalani Group**

 Oct 2015 to Mar 2016


 Indore

 Sales Executive

## **Clisaco First Reality**

 Jun 2014 to Aug 2015

 Pune

 Sales Executive

- Managed and maintained a structured analysis of target markets, clients, and documentation in the CRM system.
- Prospected for potential new clients and turned them into increased avenues of business.
- Developed relationships with senior decision makers (incl. CEOs, CFOs, CMOs, or VPs) within potential clients
- Collaborated with business development, marketing, and product departments on the creation of competitive concept proposals.

- Identify, establish and manage relationships with international gaming companies and serve as the primary business contact.
- Monitor effective implementation of international business development activities.
- Strong knowledge of Upwork, other freelancing sites and Discord.

- Founded and managed the supermarket from the scratch.
- Extensive experience of product sales, merchandising and customer service activities in a supermarket store.
- In-depth knowledge of inventory management and data entry practices.
- Manage supply chains to ensure continuity and maintain margins.

- Achieved growth and hit sales targets by successfully managing the sales team, and responsible for leading and contributing to projects that driven revenue growth, and also managed marketing efforts for brand position and awareness.

- Brought new processes to firm for its growth, using various marketing strategies and developed business for the firm by building corporate relationships with customers and the industry/market leaders.

- Conducted market research to identify selling possibilities and evaluate customer needs, and seeking out new sales opportunities through cold calling, networking and social media.

- Executed sales activities at site and field, and handled the customer queries and walk-ins by coordinating with Business Development Manager and Director.