



Bharat Vyas

Zonal Business Manager

Jodhpur, Rajasthan

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LinkedIn

Certifications

IAB Digital Marketing and Media Foundations Certification

Google Inc.
Apr 2023

Credential ID: TZF 9RD PRB

Learn Digital by Google

Six Sigma White Belt

The Council for Six Sigma Certification (CSSC)
Aug 2024

Credential ID: hUeySCwdNF

CSSC

Lean Six Sigma White Belt

The Council for Six Sigma Certification (CSSC)
Aug 2024

Credential ID: OIBUC95NEj

CSSC

Adult and Pediatric First Aid/CPR/AED

Save a Life Certifications by NHCPS
Aug 2024

Cardiopulmonary Resuscitation (CPR) · Adult CPR · Pediatric CPR · First Aid · Automated External Defibrillator (AED)

NHCPS

Education

Rajasthan Technical University

Mechanical Engineering
77.16%
B.Tech. with honours
Aug 2020 - June 2014

RTU Kota

Cambridge Public School

Science (PCM)
63.69%
HSC
June 2010

RBSE Rajasthan

Saraswati Secondary School

82%
SSC
June 2008

RBSE Rajasthan

Skills

Leadership & Team Management

Strategic Planning & Execution

Sales & Business Development

Customer Relationship Management (CRM)

Operational Excellence

Financial Management

Stakeholder & Government Relations

Market Analysis & Competitor Intelligence

Ethical Compliance & Risk Management

Communication & Negotiation

Awards

Care Value Award

Dr. B. Lal Clinical Laboratory
Dec 2023

Awarded for delivering excellent work in regional laboratory operations.

Promising Achiever

Winuall
Mar 2022

Recognition for over 100% achievement of sales target for the state of Rajasthan.

Promising Display of Work

BYJUs
Jan 2020

Certificate & Award for promising display of work and being best mentor for peers.

Certificate of Appreciation

IIT Jodhpur
Mar 2014

Certificate for being campus ambassador in IIT Jodhpur's annual festival Ignus'14.

Languages

Hindi

English

Rajasthani

Summary

Dynamic and results-driven business leader with over 9 years of experience in managing sales, business development, and operations across diverse industries. Proven track record of building and leading high-performing teams, driving customer satisfaction, and achieving consistent revenue growth. Adept at strategic planning, optimising processes, and ensuring legal and ethical compliance to enhance operational efficiency. Strong ability to develop and maintain relationships with stakeholders, government bodies, and industry partners, enabling successful project delivery and customer-centric solutions. Passionate about contributing to community-driven initiatives and committed to delivering excellence in every aspect of work. Ready to leverage extensive expertise and leadership skills to drive impactful results.

Experience

Dr. B. Lal Clinical Laboratory

Zonal Business Manager
Jodhpur, Rajasthan

July 2023 - May 2024

Responsibilities

- Operations and Quality Management,
- Business Development with zonal P&L Responsibility,
- Customer Engagement and Key Accounts Management,
- Audit and Compliance Management,
- Inventory and Cashflow Management

The core values through which we drive by in the organisation: CARE i.e. Customer First, Accountability, Respect & Trust and Excellence.!

DBCL Rajasthan

Axximum iFresh India Pvt. Ltd.

Additional Director
Jodhpur, Rajasthan

January 2023 - July 2023

Responsibilities

- Utilized a consultative sales approach to identify customer needs, develop solutions and close deals.
- Created and maintained strategic relationships with key clients to ensure repeat business.
- Developed and launched innovative marketing campaigns to reach new customer markets.
- Assisted in the management of customer service operations, ensuring customer satisfaction.
- Performed market analysis to identify new opportunities for sales growth.
- Conducted extensive market research to identify profitable franchise opportunities for clients.
- Developed and managed the franchise business plan for multiple clients.
- Implemented multiple digital tools to increase productivity in a multifold way.

iFresh India

Kuzagan Technologies Pvt. Ltd.

Business Development Manager (State)
Rajasthan

Oct 2021 - Jan 2023

Responsibilities

- Developed and implemented successful sales & strategies to increase revenue.
- Established and maintained strong relationships with key clients to ensure long-term business success.
- Worked closely with the marketing team to develop and execute promotional campaigns.
- Leveraged data-driven insights to identify potential opportunities and drive growth.
- Researched and analysed market trends to inform strategic decisions.
- Successfully managed multiple projects and initiatives simultaneously.
- Collaborated with other departments to ensure successful product launches.

Winuall

Think & Learn Pvt. Ltd.

Business Development Manager
Remote (APTS Region)

Oct 2020 - Sep 2021

Responsibilities

- Successfully managed multiple projects and initiatives simultaneously in the department of BD & Sales Training.
- Collaborated with other departments to ensure successful product launches.
- Monitored and reported on business performance metrics to inform decision-making.
- Trained new joiners in the department of Business Development.
- Driven 100% revenue responsibility with avg INR 80,000/- WRPS.

BYJUs

Think & Learn Pvt. Ltd.

Sr. Business Development Associate
Jodhpur, Rajasthan

Apr 2019 - Oct 2020

Responsibilities

- Spearheaded the development of successful sales and marketing strategies that generated revenue of approx. INR 1 Crores in 18 months.
- Developed and implemented innovative sales and marketing strategies to increase brand awareness and drive sales.
- Established a comprehensive CRM system to efficiently manage customer relationships and sales data.

BYJUs

Vyas Institutes of Higher Education

Head of Admission Cell
Jodhpur, Rajasthan

Apr 2015 - Dec 2018

Responsibilities

- Teaching and research in the department of mechanical engineering.
- Head for business development and admission related tasks of the institution. Inviting school students and parents for counselling.
- Organising counselling drives for students to make them understand about their education career journey.
- Admission support and encouragement to the parents & students.

VIHE Jodhpur

Volunteering

Robin Hood Army

Cadet - Public Service
Jodhpur, Rajasthan

Feb 2023 - Present

The Robin Hood Army is a zero-funds volunteer organisation that works to get surplus food from restaurants and communities to serve the less fortunate.

Robin Hood Army

References

References available upon request

Declaration

I hereby affirm that the information stated above is true to the best of my knowledge and belief.