

RAJESH J. JADHAV

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SKILLS

Communication
Sales and Negotiation
Strategic thinking
Market knowledge
Problem solving
Adaptability
Customer centric

OBJECTIVE

"To join a forward-thinking organization as a Business Development Executive, where I can apply my skills in market analysis, lead generation, and deal closure to achieve business objectives."

EXPERIENCE

Hifield organics Inc.

1.12.2022 -

Business Development manager

Market Research: Analyze market trends, competitor activity, and customer needs to identify opportunities.

Lead Generation: Reach out to prospects through phone, email, or social media to generate leads.

Customer Meetings: Meet with existing and potential customers to understand their needs, build relationships, and promote products.

Product Development: Collaborate with R&D teams to develop new products or improve existing ones.

Product Demonstration: Showcase products or services to potential customers.

Sales Strategy: Develop and implement sales strategies to achieve business objectives.

Relationship Building: Build relationships with existing customers to upsell or cross-sell.

Sales Reporting: Track and report sales activities, leads, and conversions.

Also works in Debtors department whenever company needs.

Intellectual property rights

10.08.2018 - 05.05.2019

Customer service executive

Provides interface between customer and company.

Candidate must possess good interpersonal and communication skills.

Candidate must be able to handle stress and active problem solving skills.

Provided feedback of the clients to the concerned departments.

EDUCATION

PUNE BUSINESS SCHOOL

2023

PGDM - Agribusiness management

6.9

MGM College of Agricultural Biotechnology Gandheli Aurangabad

2021

Bsc. Agricultural Biotechnology

7.1

Shree Ram vidyalaya, bokud Jalgaon

2015

H. S. C (Science)

64.15

INTERESTS

Artist

Playing Outdoor Games

Traveling

Learning

EXTRA CURRICULAR ACTIVITIES

1. Committee member of National Seminar "AGRIWISE 2022" organized by PCET's PBS.
2. State level Kabaddi player.
3. Participated in 400 mtr in 2012 representing the school.
4. Participated in Kabaddi and volleyball squad in year 2016, 2017 representing the college.
5. Best player Award holder for Kabaddi tournament of intercollegiate.
6. Participated in Maha Marathon of Chhatrapati Sambhajnagar 2023.

TECHNICAL SKILLS

CRM software

Presentation

Google sheets & Excel

