

ARPIT BAGADIA

BUSINESS DEVELOPMENT EXECUTIVE

CONTACT

Address

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SKILLS

Order Management

Upper Intermediate (●●●●○)

Financial Operations

Upper Intermediate (●●●●○)

Relationship Building

Upper Intermediate (●●●●○)

Effective Negotiator

Advanced (●●●●●)

LANGUAGES

English

Upper Intermediate (●●●●○)

Hindi

Upper Intermediate (●●●●○)

Gujrati

Upper Intermediate (●●●●○)

Marathi

Elementary (●●○○○)

Motivated Business Development Executive with over 8 years of experience in identifying new business opportunities and building strong relationships with clients. Skilled in developing and executing sales strategies, negotiating contracts, and collaborating with cross-functional teams to achieve business objectives.

WORK HISTORY

Apr 2018 to **Business Development Executive**

Current

Graduate Guru Pvt. Ltd., Mumbai

- Collaborated with sales and marketing departments to support client acquisition.
- Identified business development challenges and customer concerns for proactive resolution.
- Developed new proposals, contracts and procedure to draw in more clients and streamline work operations.

Apr 2016 to **Business Development Manager**

Mar 2018

Edge Achievers - The CMA Specialist, Mumbai

- Reach out to potential customers via telephone, email and in-person inquiries.
- Established relationships with key decision- makers within customer's organization to promote growth and retention
- Generate new business with marketing initiative and strategic plans

Mar 2015 to **Business Development Manager**

Mar 2016

Vidam Institute, Mumbai

- Reach out to potential customers via telephone, email and in-person inquiries.
- Established relationships with key decision- makers within customer's organization to promote growth and retention
- Generate new business with marketing initiative and strategic plans

Mar 2014 to **Accounting Assistant**

Dec 2014

Gurukrupa Plastics, Mumbai

- Enter financial transactions into accounting system.
- Prepare financial reports and statements.
- Perform other duties as assigned by accounting manager or senior manager

EDUCATION

Jun 2011 to **Bachelor in Financial Accounting (BAF)**

Feb 2014

kandivali Education Society (KES Shroff College), Mumbai

Jun 2014 to **Masters in Commerce (MCom)**

Mar 2016

Mumbai University, Mumbai