

Nishit Kathlana

Management and Business Development Officer

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A performance-oriented individual with more than 5 years of experience looking for a Sr. Business Development role to strengthen the company's market position and maximize business performance. A successful and diverse background spanning technical, operational management, Business Development, Event Sales and management, Key Account Management and business-development disciplines highlights the ability in engaging decision-makers and creating winning sales strategies and solutions. A skilled business strategist with a sound understanding of organizational development and sales.

Skills

- B2B Sales
 - Lead Generation
 - Client Relationship management
 - Event Sales and Operations
 - Key Accounts management
 - International Operations
 - Warehouse & logistics Coordination
 - Supply Chain Management
 - Networking and Business Development Strategies
 - Liaising with the international team
 - Trade Show and Conference Operations
 - Research into the market, customer trends, and competition in the market
 - Business Training and Development
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Work Experience

Beverage Trade Network

Management & Business Development Officer

Feb 2016 to Present

- **Business Training and development:** Training new joiners about the business and explaining them about the industry and giving them an overview of the Company ecosystem and also explaining them about their roles and responsibilities
- **Leads Generation:** Generating leads through various mediums and calling and emailing them for events and competitions organized by the company.
- **Competition Analysis:** Doing regular SWOT analysis for the projects along with the team to make sure the sales and approach are in the right direction.
- **Inbound Sales:** Handling all the inbound sales inquiries and turning them into event and competition participants
- **Outbound Sales:** Calling every possible country outside India to inform them about the events we organize and the ROI they'll get my attending them.
- **Business and Target Mgt:** Making strategies to get sales on time and making sure minimum targets of selling at least 5 tables per month (one table price ranges from USD-1500 to USD 3400) every month.
- **Attending UK Workshops and events.**
- **Operations and events management.**
- **Handling Overseas projects:** Taken care of 10+ projects in the past three years & developed a team of 50+ recruits.

Alpha Dezine
Business Development & Operations Manager
Jul 2014 to Jan 2016

- **Customer Management:** Dealing with clients from the USA, Australia and New Zealand for all their graphic requirements
- **Business Marketing:** Explaining clients about the new services
- **Project Research:** on gathering resources and designing a system to build mobile applications in New Zealand for their city councils
- **Accounts and Invoice Handling:** Doing accounts for the company, processing invoices and performing basic duties of accounts receivable
- **Training and Development:** Training team members on effective communication with clients and getting the work done in simple and effective ways.

Football Federation Victoria, Melbourne, Australia
Internship - IT Helpdesk
Aug 2013 to Nov 2013

- Level 1 and Level 2 IT helpdesk - providing technical assistance, support and troubleshooting to all the members.
- Working on Windows-based Server backups/ Server maintenance, Active Directory, and Networking

Telstra
Field Sales Consultant
Dec 2009 to Dec 2010

- Door to Door Marketing for products and selling them by educating the customers about the value of products according to their requirements and best interest.
- Dealing with customer complaints and customer retention
- Answering any inquiries and question regarding the products and service applications

Education

Monash Professional Pathways, Australia **2013**
Professional Year Program, information Technology, Business Corporate Communications.

University Of Ballarat (Federation University) Melbourne, Australia **2012**
Bachelors of Information Technology

Jetking **2007**
Jetking Certified Hardware and Network Professional

Interests

Travelling, Music, Sports, Gaming
