



Vaishnav H

Business Development Executive



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Kozhikode, Kerala

PROFILE • ABOUT ME

Expert business strategist with a sound understanding of organizational development and sales. Having hands-on expertise in market research, Analysis and evaluating growth strategies. Networking with decision makers, conducting business introductions, and growing customer base. Persuasive negotiator who uses integrity and professionalism in assessing acquisition opportunities, and identifying new markets. Innovative thinker who detects more efficient ways of growing company assets by recommending new products, revolutionizing current product offerings, and testing new market approaches.

EDUCATION

OPERATIONS AND LOGISTICS MANAGEMENT, MASTER OF BUSINESS ADMINISTRATION

Ajeenkya DY Patil University
AICTE & UGC Board – Pune, Maharashtra

Completed, June 2020
Marks 8.4 [CGPA], Division I

AERONAUTICAL ENGINEERING, BACHELOR OF ENGINEERING / BACHELOR OF TECHNOLOGY

Jawaharlal College of Engineering And Technology
AICTE & Calicut University – Palakkad , Kerala

Completed, June 2018
Marks 7.8 [CGPA], Division I

WORK EXPERIENCE

OPERATIONS & LOGISTICS IN-CHARGE CAMABEDS

Sep 2019 - Jan 2020
Pune, Maharashtra

Worked as Operations & Logistics In-Charge.

- Looking after Production Planning ,Scheduling ,Logistics & Dispatch related activities.
- Involved in annual P&B Target setting,monthly target setting, monthly production & dispatch planning,daily machine centrewise scheduling accordingto the customer priorities.
- Monthly monitor OTIF-On time In full performance,Transporter's performance.
- Observe IT system related issues & take it up with IT technical team & provide functional inputs to resolve the same.

CLIENT SUPPORT SPECIALIST WNS Global Services

Nov 2018 - Aug 2019
Pune, Maharashtra

I worked as customer support specialist for an International travel process called KIWI.COM, which was focused on online travel all over the world.I worked on Inbound and as well as Outbound calls and E-mails, by resolving the customer concern with most appropriate solution and with at most precision and diligence.

SKILLS

- Expert strategist who uses research of competitors, market conditions, customer needs, and organizational core competencies to claim company success.
- Skilled communicator and negotiator who understands persuasive delivery and can confidently present sales pitches to potential partners and reports to board members.
- Confident salesman who combines enthusiasm, product knowledge, and customer assessment to pitch products in a way that increases brand awareness and encourages product loyalty.
- Accomplished understanding of financing activities, including budgeting, investing, and cost-cutting through careful analysis.
- Strong organization and time management skills and careful attention to detail to guarantee that business ventures are successful and development is absolute.

COMPUTER PROFICIENCY

- Windows XP, Vista,7,8,10 ●●●●●
- Linux OS ●●●●●
- MAC ●●●●●
- Auto CAD ●●●●●
- CATIA ●●●●●
- ANSYS V15 ●●●●●
- C Programming ●●●●●
- ERP (Oracle) ●●●●●
- SOS Inventory ●●●●●

LANGUAGES

- English ●●●●●
- Hindi ●●●●●
- Malayalam ●●●●●
- Tamil ●●●●●

PERSONAL INTERESTS

- Literature
- Sports, Outdoors
- Educational Development

PERSONAL INFORMATION

Birthday:	October 11, 1996	Marital Status:	Single
Gender:	Male	Nationality:	India

DECLARATION

I, Vaishnav H, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.



Vaishnav H

Kozhikode, Kerala