

KULDEEP GAHLOT

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WORK EXPERIENCE

Marudhar Industries LTD

Ahmedabad, GJ

Business Development Executive

Apr 2023 - Finish Date

- Conduct prospecting activities to identify potential customers and generate leads through various channels, including cold calling, networking, events, and online platforms.
- Build and maintain strong relationships with clients, understanding their needs, addressing inquiries, and providing product/service information.
- Engage in negotiations with customers, handle objections, and propose suitable pricing and contract terms to successfully close sales.
- Continuously monitor market trends, track sales activities, and analyze data to forecast sales opportunities and provide regular reports to management.
- Stay updated on industry trends, competitive landscape, and product knowledge to enhance selling abilities.

Perennial Technologies Pvt Ltd

Pune, MH

International Marketing Executive

Nov 2021 - Jan 2023

- Developed and implemented marketing strategies for power rental service that resulted in a 5 % increase in revenue.
- Conducted market research to identify new opportunities and ensure the company remained competitive in the global market.
- Converted deals worth more than 18 million USD by developing relationships with international clients via cold calls, email, and online meetings.
- Collaborated with cross-functional teams including sales, product development, and creative to ensure the successful execution of marketing initiatives.
- Responsible for the Import and Export of Goods for Perennial Brite Global.

Coffeebeans Technologies (Internship)

Pune, MH

Marketing and Promotion Intern

Mar 2020 - Jun 2020

- Collected data from various sources to compile a database of potential customers.
- Made 100 cold calls every day to promote the company's products and services.
- Successfully generated leads that resulted in increased sales for the company.
- Support ad-hoc tasks across marketing and sales and facilitate the sales process.

PROJECT EXPERIENCE

Perennial Technologies - Perennial Brite Global

Muscat, Oman

International Marketing Executive

Jan 2022 - Jan 2023

- Successfully completed market research in Oman across multiple industries to identify new business opportunities for company expansion.
- Successfully collected and analyzed data from various sources to support decision-making for investment purposes.
- Successfully connected with the top 1000 companies in Oman.

Perennial Turbo Technologies

Pune, MH

International marketing Executive

Mar 2022 - Jan 2023

- Gathered data through market research to identify potential customers and their needs.
- Successfully researched and connected with a premium bike garage in Pune, Ahmedabad, Mumbai, Surat, and Hyderabad
- Successfully launched engine oil for premium sports bikes in the Pune region, capturing 20% of the market within 4 months.

EDUCATION

Institute of Management Development and Research

Pune, MH

PGDM - International Trade and Marketing

Graduation Date: May 2021

SKILLS & INTERESTS

Skills: Microsoft Office (Excel, Word, PowerPoint), Interpersonal Communication, Lead Generation, Marketing Strategies, Data research and Analysis, EXIM, E-commerce, B2B and B2C sales, SMM, International Trade.

Interest: Books, Music, Cricket, Travel, History.

CERTIFICATES

Digital Marketing Certification IMS proschool

SAP ERP - SAP university.

Logistics & Ocean shipping in supply chain management.

Project management foundation

Brand Development from Domestika