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Business Development Head

- ♥ Loss Prevention/Shrink Control ♥ Sales and Business Development Budgeting and Expense Control ♥
Strategic and Market Planning ♥ Presentations and Training Key Account Management ♥
Merchandising/Inventory Control Contract/Price Negotiation Staff Development and Motivation

PROFESSIONAL PROFILE

- Senior executive with more than 4 years of experience managing sales, marketing, operations, personnel and merchandising at the district, regional, and company level
- Strong leader with motivational management style and reputation for building and retaining initiative-taking sales teams, distributor networks, and manufacturers' representatives.
- Results-oriented achiever with excellent track record for identifying opportunities for accelerated growth.

AREA OF EXPERTIES

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| • Asset & Liability Management | • Negotiations | • Staff Coaching & Mentoring |
| • Budget Development | • New Business Development | • Strategic Alliances |
| • Building Strategic Alliances | • Operations Management | • Strategic Planning Direction |
| • Business Start-up | • Organizational Restructuring | • Team Building |
| • Change Management | • Profit & Loss Management | • Training & Development |
| • Corporate Reorganization | • Profit Margin Increases | • Visionary Strategies |
| • e-Commerce Management | • Relationship Building | • Sales Direction & Initiatives |

PROFESSIONAL EXPERIENCE

Chintamani 2 Wheelers Private Limited. 2018 to Present
Authorized Dealer: India Yamaha Motors Private Limited.
Head of Sales, Marketing, Business Development Head & Account Manager

- Authorized Dealership of India Yamaha Motors Private Limited
- Managing business development activities for the company
- Delegating duties to departmental heads as per their expertise
- Providing training and guidance to the development team
- Hiring, terminating, and training staff
- Reaching out from Financial Companies like AEON, L&T, CFL, Shriram and others for DSA
- Creating schedules for completion of each project
- Ensuring smooth functioning of the organization by heading the administration department
- Setting and reaching organization's goals and objectives
- Attending and presiding over business meetings
- Participating in strategic planning and passing on orders for implementation
- Representing the organization to clients, business partners and stakeholders
- Planning and implementing annual calendar of activities for various events
- Assisting in budget creation and tracking expenditures

Chintamani World 2016 to Present
Sub-Authorized Dealer for Multi Brand Two-Wheeler
DSA for Aeon Finance and L&T Finance.
Proprietor: Sales, Marketing, Accounts, Networking, Insurance.

- Directed and monitored activities of Business Development Department
- Devised strategic business plans to exceed customers' expectations and growth
- Established vision and interactive work culture
- Worked with the sales team for achieving target
- Reaching out for Financial Companies (NBFC's) like AEON, L&T, CFL, Shriram and others for DSA.
- Reaching out for other Two-Wheeler Sub-dealers for case login and providing them finance for two-wheeler via DSA
- Ensured the company followed all the regulations as set by the state and central government
- Met with the departmental heads weekly, fortnightly and monthly to ensure they stay focused
- Established new business contacts and took profit margin of the company 50 percent higher than previous
- Coordinated efforts of various departments

JNIT Technologies

Client: Comcast Center, Philadelphia PA, USA May 2014 – Aug 2015

Front End-Developer, Jr. Software Engineer

- Designed and Developed User interfaces using EXT-JS and followed Agile Scrum Methodology for application development.
- Wrote Technical design documents, Implementation plans and testing documents for the requirements.
- Developed the applications according to the user's requirements using springs, MVC, jQuery, EXT-JS, HTML and CSS.
- Developed UI MVC framework using Sencha EXT-JS, HTML, JSP and CSS.
- Developed pages using components such as EXT-JS grid, scheduler, tabs and other input components
- Implementing systems components or systems using relevant technologies and methodologies
- Configured the EXT-JS routing to ramble bookmarking of URL's.
- Used Sencha CMD to create production ready code and JS code compilation.
- Used Subversion for software configuration management and version control.
- Involved in Unit & Integration Testing of the application.
- Reviewed existing code and recommended effective coding standards for code reuse and performance by making effective use of various designs patterns.
- Involved in working with the QA to assist in writing test code and debugging the defects in the application
- Extensively worked with Linux as the primary Operating System.
- Created documentation for the Application to assist QA and Business. Obtained extensive experience of the Agile development methodology
- Developed backend components using spring and involved in integration of various other frameworks.
- Implemented user interface using JSPs, EXT-JS, and HTML.
- Involved in technical mentoring, production system support and customizing solutions.

EDUCATION – QUALIFICATION

- MBA in Banking Management from National Institute of Business Management, Chennai, 2019
- Bachelor of Science in Computer Science from California State University, Fresno, CA USA, 2014
- Diploma in Computer Engineering from Maharashtra State Board of Technical Education, Mumbai, 2009