


# Anubhav Solanki

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## Summary

Self-motivated, success-driven and focused Business Development Manager with exceptional planning and implementation capabilities with 5 years of total experience.

# Got 2 promotions, winner of "Director's Choice award-2018" & "Employee of the month" on multiple occasions.

# Managing Team, growing existing business via sales and seller retention of 96% MoM basis.

# I work closely with company owners to deliver rapid business growth. My work supports a steep growth trajectory to quickly build sales and revenues.

# I am an active listener, a keen learner, strives to learn new tools, technologies and skills.

## Experience



### Manager

#### IndiaMART InterMESH Limited

Jul 2017 - Present (3 years 5 months +)

# Sales coordination, Team handling & management to track and deliver performances to achieve more than the desired productivity.

# Consistently maintained a seller retention rate of 96%, while exceeding the targets on MoM basis.

# Develop and increase business by following up on potential leads with online presentation, Physical meetings and telephonic conversations.

# Account management of sellers with a focused approach on supporting cross-functional teams to increase customer satisfaction through process improvements.

# Generating cross-sell revenue by offering upgrade services to the sellers to sell on indiaMART marketplace and grow business.

# Deep understanding of the retail markets, wholesalers, B2B marketplaces, manufacturers, online sellers and e-commerce portals.

# I work closely with company owners, Directors and CEO's to deliver rapid business growth. My work supports a steep growth trajectory to quickly build to sales and revenues.

# Motivate team members and junior staff to deliver exceptional performances.

# Awarded as "employee of the month", "upsell king", " Best performer", many other credibility certificates and 2 promotions also.



### Assistant Relationship Manager

#### PNB MetLife India Insurance Co. Ltd

Jan 2015 - Aug 2015 (8 months)

# Direct selling of insurance.

# Responsible for management direct sales.

# Seek new customers and increase sales.

# Execution of sales strategy Increase market reach and penetration through market segmentation.

# Achieving allocated targets Month and quarterly basis by insurance sales.

# Won "Emerging star award" within first 3 months of joining.



## **Business acquisition specialist**

Easypolicy Insurance Web Aggregators Pvt. Ltd.

Jun 2013 - Dec 2014 (1 year 7 months)

- # Educating customers about insurance - Term | Health | Investment | Traditional.
- # Responsible for meeting & exceeding targets as assigned periodically.
- # Ensure no errors occurred while assisting customers & ensure excellent experience.
- # Adheres to end supports company mission and vision.

## **Education**



### **Symbiosis Centre for Distance Learning**

PGDBA, Marketing

2015 - 2017



### **Punjab Technical University**

Bachelor's degree, Electronics and Communications Engineering

2009 - 2013

## **Licenses & Certifications**



**Certified Data analysis and machine learning using python** - IMS Proschool Pvt. Ltd.

## **Skills**

- Management • Microsoft PowerPoint • Microsoft Excel • Microsoft Word • Customer Service • Sales
- Inside Sales • Business Development • Team Leadership • Customer Retention

## **Honors & Awards**



**Promoted to Manager** - IndiaMART InterMESH Limited



**Director's choice award** - IndiaMART InterMESH Limited



**Awards** - IndiaMART InterMESH Limited

I've won multiple awards in indiaMART during my service since July'17, listing as follows-

1. Employee of the month- executive & manager both.
2. Upsell King- executive & manager both.
3. Best Performer of the month - Upsell
4. Best Performer of the month - Retention
5. Pillar of success- Best Client engagement
6. Pillar of Success- Retention



**Emerging star award** - PNB MetLife India Insurance Co. Ltd