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# SHUBHAM SAXENA

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## Senior Business Development Manager

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### Summary

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Strategic-minded, goal-driven business development manager with over 2 years of verifiable successes in the areas of business development, account management, and direct sales. Exceptional ability to build and lead high-performing teams focused on developing profitable sales strategies and identifying market opportunities to achieve sales goals. Adaptable, customer focused leader with a proven track record of bringing revenues, profits, and market shares to new heights

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### Work experience

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01/02/2019 -  
20/03/2020

Senior Business Development Manger

*Squareyards Consulting Pvt Ltd*

- Present purchase offers to sellers for consideration
- Act as an intermediary in negotiations between buyers and sellers, generally representing one or the other
- Compare a property with similar properties that have recently sold to determine its competitive market price
- Advise clients on market conditions, prices, mortgages, legal requirements and related matters
- Promote sales of properties through advertisements, open houses, and participation in multiple listing services
- Accompany buyers during visits to and inspections of property, advising them on the suitability and value of the homes they are visiting
- Prepare documents such as representation contracts, purchase agreements, closing statements, deeds and leases.
- Interview clients to determine what kinds of properties they are seeking
- Coordinate property closings, overseeing signing of documents and disbursement of funds
- Generate lists of properties that are compatible with buyers' needs and financial resources
- Display commercial, industrial, agricultural, and residential properties to clients and explain their features
- Review property listings, trade journals, and relevant literature, and attend conventions, seminars, and staff and association meetings to remain
- knowledgeable about real estate markets
- Coordinate appointments to show homes to prospective buyers.
- Answer clients' questions regarding construction work, financing, maintenance, repairs, and appraisals
- Appraise properties to determine loan values
- Visit properties to assess them before showing them to clients
- Team handling of around 5 people

01/01/2018 -  
30/01/2019

Departmental Manager

*Airplaza Retail Holding Pvt Ltd*

- Driving department sales number as per annual business plan and ensuring the number is achieved
- Controlled shrinkage level below 0.3%.i.e; 3 lakh in a year as per company's norms
- Introduced various visual merchandising techniques at the store level
- Identified internal and external commercial opportunities
- Demand forecasting and analysis, pushing sales statically as per demand b supply
- Data analysis on competitor's activities Implementing various initiatives program internally

to motivate the team members to provide best customer services

- Ensuring that the customer complaints shall be resolved within the stimulated timeline
- Suggest and implement loyalty/incentive programs and marketing activities in the region in order to ensure revenue growth
- Supervise the activities of workers engaged in receiving, storing, testing, and shipping products or materials
- Issue shipping instructions and provide routing information to ensure that delivery times and locations are coordinated
- Team Handling of around 20 manpower

15/06/2017 - 02/08/217 Intern

*Aditya Birla Fashion and Retail Pvt Ltd*

- Monitor sales and control cost by visual merchandising
- Providing better customer services
- Learning of more store operation and apparels knowledge
- To study the behavior of different customer related to visual merchandising what they feel about it and knowing the buying
- Use computers to produce signage Take photographs of displays or signage
- Plan commercial displays to entice and appeal to customers
- Dress mannequins for displays
- Change or rotate window displays, interior display areas, or signage to reflect changes in inventory or promotion
- Develop ideas or plans for merchandise displays or window decorations
- Arrange properties, furniture, merchandise, backdrops, or other accessories, as shown in prepared sketches
- Select themes, lighting, colors, or props to be used. behavior and effect on the sale of store

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## Education

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08/2016 - 07/2018

Master In Business Administration

*Dr. Abdul Kalam Technical University*

Marketing and HR

08/2012 - 07/2015

Bachelor In Computer Applications

*Kanpur University*

Programming Languages, SQL Database, Statistics, Economics

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## Skills

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Customer Service

Reviewed as a best customer service provider with 8 out of 10 at store level on the basis of which acquired to have a good and healthy relations with customers.

Sales

Achieved sales target on monthly basis in retail store and real estate.

Awarded for best sale in the Almora store in the month of Aug'18.

Product Marketing

Newly product marketing at store level and on online platform as well

Presentation Skills

Given many presentation at college level and as well as during training of my sub ordinates

MS Office

Excel, PowerPoint, Word, Gdoc, Gexe

Leadership

Led a team of max 20 people in working area and of around 45+ in an event at college level.

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## Portfolio

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### INTERNSHIP PROJECTS



VISUAL MERCHANDISING IN RETAIL SEC.. IMPACT OF ADVERTISEMENT ON BRAND.

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## Courses

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01/2014 - 02/2014      Ethical Hacking Expert  
*Hack Track*

03/18 - 06/18          Digital Marketing  
SEO, FACEBOOK & INSTAGRAM AD CAMPAIGNING, TRAFFIC MANAGEMENT

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## Hobbies

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SINGING, ACTING, MODELLING, HORSE RIDING, COOKING, TRAVELLING, PHOTOGRAPHY