

# CHIRAG S MEHTA

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## B U I S I N E S S   D E V E L O P M E N T

### CAREER OBJECTIVE

Looking for a challenging and responsible opportunity, explore strengths and potentials in a professional organization to meet employer's expectations.

### EXPERIENCE

#### HEAD OF BD AND SALES

MTE Global Trainings Pvt Ltd  
(April,2015 -PRESENT)

- Conduct intense research on the training requirements for various industries across MENA region, via cold calling and emails.
- Plan and execute extensive sales outreach program for the workshop.
- Liaison with the workshop facilitator for the workshop Dates.
- Overseeing the workshop logistics.
- Negotiating In - House training contracts.
- Meeting the workshop revenue targets and responsible for the P&L.

#### INTERNATIONALI SALES EXECUTIVE

Fleming India Pvt. Ltd.  
November,2008- March,2012

- Contact individuals from researched and prospect lists and convert to sales.
- Research new contacts and sales leads from the database and from raw research of my own, and convert to sales.
- Follow up inbound leads and enquiries and convert to sales.
- Build, operate and maintain a sales database.
- Work directly with the marketing team to generate new sales leads from marketing.
- Report key information and performance to Head of Department.
- Continually achieve KPI's of 80-100 calls a day/2 hours talk time.

### CONTACT

+91 9886846466  
chiragsmehta79@gmail.com

#### ASST SALES MANAGER

Fleming India Pvt Ltd.  
March,2012 - April,2015)

- Managing a team of 8 members for Indian conferences.
- Liaise with producers, marketing and coordination team for smooth functioning of the conferences
- Cold calling the potential leads and discussing the idea of potential collaboration through various packages.
- Sales negotiations
- Follow up on the hot leads generated by marketing department.
- Participating in the weekly reviews with other departments and sharing ideas and progress on the sales.

### QUALIFICATIONS

**2003** Bcom Final, APS College

**1998** PUC ( Department of Pre University Education Karnataka

**1996** SSLC from Karnataka Secondary Education Examination Board.

### PERSONAL INFORMATION

**Date of Birth:** July 15, 1979

**Gender:** Male

**Marital Status:** Married

**Languages known:** English, Kannada, Gujarati and Hindi