

ANUJ BADKUL

Business Development Manager

Email : anuj.badkul7@gmail.com	Contact : 8085701405	Linkedin : www.linkedin.com/in/badkul07
Address : F-3 , Modi complex , 43 , Rajdev Colony , Shanti Nagar , Bhopal (M.P.) - 462001		

Profile

Target-oriented Business Development Manager with a Positive , Passionate and Persistent attitude with an experience of 3.5 years working with a firm dealing in agriculture & farm machinery , pesticides , public health implements overseeing 20+ Medium and large clients and successfully managing client relationships , sales through online & offline platforms , contributing towards organizational growth .

Experience

Business Development Manager

Jain Brothers and Company , Bhopal (M.P.)

A Firm Dealing in Agriculture & Farm Machineries , Pesticides , Public Health Machineries , Fountains , Pest Management & General supplies .

2018- present

- Built and maintained new and existing relationships with corporate , government and the institutional clientele .
- Managed Sales through Online Portals such as GeM , E-Procurement websites, Tender Portals , Amazon Seller Central , Social media handles as well as carrying out the wholesale/retail business , reaching out to dealers and end customers through calls , meetings , deploying sales and marketing team on field , social media publicity .
- Assisted in launch of certain products related to Agriculture while deriving necessary certifications and licenses , contracts and paperwork , required to carry out the business legally .
- Assisted in managing the workshop , taking care of the after-sales service and inviting orders for new jobs .
- Supervised Stock and Accounts of the firm , Managing all the settlements related to inventory and accounts .
- Being in a firm dealing in wholesale supplies , successful in managing 25+ clients , Completing a lot of orders while deriving client satisfaction

Hobbies & Interests :

- Travelling
- Trekking
- Football
- Stock Trading

Key Skills :

- Sales and negotiation skills
- Customer Service & Customer Experience
- Skilled in operating GeM , Eproc , Indiamart , Amazon Seller & other online selling handles
- Market research & strategic planning .
- Relationship building
- Sales team supervision
- Sales presentation & demonstrations .
- Strong Communication skills
- Strong work ethic

Key achievements :

- Completed orders through GeM worth ₹ 13 Lakhs + for Agriculture & Public health machinery and implements .
- Completed Tenders , government and institutional orders for agriculture , Public health machinery and pesticides worth ₹ 30 lakhs + while managing the whole order from start to end .

Academic Qualifications :

Examination	Institution	Board/University	Year	Result
B.com (Taxation)	Bhopal School of Social Sciences	Barkatullah University	2018	61.43%
CS- FOUNDATION	Institute of Company Secretaries of India		2016	266/400
12th	Bal Bharti Public School	CBSE	2015	71.80%
10th		CBSE	2013	CGPA - 8.0