

Poonam Bhanushali

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Highlights

Professional Business Developer with 10+ years of experience in Business Development, Marketing and Sales process. Involved in Product Testing, Management and development of new Business.

Specialties:

Business Development and Client Servicing - Service Operations - Cross Functional - Event Management - Public Speaking - Product Trainer- Strategic Planning-Time Management-Teamwork-Solution Selling- Resource Management

Objective

To obtain a remarkable and versatile position in my profession by working noticeably and with exceptional performance in a reputable organization, utilizing my knowledge, qualifications, analytical, problem-solving, communication and interpersonal skills, and fast learning abilities and confidence. I intend to develop a career in a learning environment with committed and dedicated people, allowing to fully explore myself and reaching full potential. Able to play a significant role in a challenging and creative environment.

Tools and Technologies

- MS Office 365 – Word, Excel, Power Point, Teams
- Introduction to Animation.
- Tools – Google Sheets, Salesforce

Work Experience

Company Name: Real Estate

Designation: Real Estate Agent (Broker)

Sep 2020 to till date

Roles and Responsibilities

- Advertising properties through a variety of marketing techniques
- Evaluating the clients' desires and economic capabilities to discover the appropriate suggestions
- Provide information regarding legal guidelines, rates, specifications and property availability
- Mediate the dealings between sellers and buyers ensuring good conduct and the honest exchange of information towards a beneficial understanding
- Appraise the value of properties by thoroughly researching the market or past purchases
- Present properties to potential buyers and address questions or concerns
- Draft and complete important legal documents (contracts, agreements etc)
- Coordinate property auctions or exchanges

Project 2

Company Name: Byjus Future School
Designation: Sales Manager

Sep 2021 to Apr 2022

Roles and Responsibilities

- Counsel a parent for the child's future
- Researched consumer needs and identify how our solutions meet them
- Build a strong relationship with customers, and close deals
- Track, analyze, and communicate key quantitative metrics and business trends as they relate to partner relationships
- Screened potential business deals by analyzing market strategies, deal requirements, and financials.
- Developed negotiation strategies and positions by studying integration of new venture with company strategies and operations.

Project 3

Company Name: P&P Events Management
Designation: Client Servicing & Business Development Manager

Feb 2015 to Mar 2020

Roles and Responsibilities

- Prepared proposals and contract specifications.
- Crafted training programs.
- Reviewed contract with potential client.
- Screened potential business deals by analyzing market strategies, deal requirements, and financials.
- Developed a growth strategy focused both on financial gain and customer satisfaction
- Managed a team of Business Development Executives and take regular updates for sales.
- Nurtured long-term relationships with new and existing customers
- Worked on research and filtration of active and inactive clients for company analysis.
- Handled the execution & operation plan of projects.
- Designed flow of the event.

Project 4

Company Name: P&P Events Management
Designation: Sr. Business Development Executive

Feb 2013 to Jan 2015

Roles and Responsibilities

- Identified new sales leads.
- Pitched products and/or services.
- Maintained fruitful relationships with existing customers.
- Prepared PowerPoint presentations and sales displays.

- Contacted clients to inform them about new developments in the company's products.
- Developed quotes and proposals.
- Negotiated by phone, email, and in person.
- Designed sales goals for the team and ensured they were met.
- Trained personnel and helped team members develop their skills.

Project 5

Company Name: P&P Events Management
Designation: Business Development Executive

Oct 2011 to Jan 2013

Roles and Responsibilities

- Maintained client relationships during the execution of a project and developed regular business from existing clients.
- Participated proactively to plan projects and ensured its smooth running along with operations team.
- Conceptualized and execution of the events.
- Catered the client's needs and requirements for Events, Conferences, and Product Launches.
- Developed and maintained relationships for benefit both client and the Company.
- Overcome client resistance/objections to products.
- Matched appropriate products to clients' requirements.
- Worked with the Sr. Business Development Executives to improve client acquisition methods.

Project 6

Company Name: ICFAI University
Designation: Marketing Executive

Apr 2011 to Sep 2011

Roles and Responsibilities

- Conceptualized and constructed Seminars, Events, Training Sessions, Alumni Meet, Workshops, Road Shows and Conferences.
- Carried out marketing activities of ICFAI University Courses through events, seminars and road shows.
- Responsible for making Corporate Visits and Corporate Presentations.
- Co-ordinated with HR Manager and Learning & Development Manager of corporate companies to conduct various programs and Admission procedures.
- Overlooked admission procedures and enrollment of students.
- Generated data through corporate visits and various events for prospective students.
- Responsible for addressing and solving queries of the students.

Project 7

Company Name: Britas International

Designation: Executive

Jun 2009 to Mar 2010

Roles and Responsibilities

- Looked after Correspondence for Import & Export of Chemicals
- Generated new database for prospective clients.
- Responsible for addressing and solving queries of the clients.

Academic Credentials

- Master of Business Management passed out in 2016
- Bachelor Of Management Studies passed out 2010 with aggregate of 72.08%
- Secondary School (HSC) with Second Division
- High School (SSC) with First Division.

Personal Strengths

- Comprehensive problem solving
- Excellent communication
- Team player
- Quick learning ability and decision making
- Ability to deal with people diplomatically
- Team facilitator and hard worker
- Client escalation tackling
- Instant and good team bonding
- Conflict Management
- Adoptable to any environment