

Keyur Raval



Contact

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Hobbies



Summary

Direct and oversee an organization's sales policies, objectives and initiatives. Set short- and long-term sales strategies and evaluate effectiveness of current sales programs. Recommend product or service enhancements to improve customer satisfaction and sales potential.

Familiar with a variety of the field's concepts, practices and procedures. Rely on extensive experience and judgment to plan and accomplish goals. Lead and direct the work of others. A wide degree of creativity and latitude is expected. Typically reports to top management. Deeply understand what motivates customers to buy and know how to tap into those needs and desires in an effective way.

Area of Competence

- Expert hands on B2B, B2C, Corporate, Institutional, Retail, HNI, Lead Generation, Client Services, Key Account Management, Business Development, Inside and Outside Sales
- Ability to demonstrate high level corporate presentations along with influencing capability and personal credibility within all levels of blue chip organizations
- Define and drive sales and profitability targets
- Strong ability to excite, engage and influence through demonstrated leadership
- Strong corporate communication and engagement skills
- Strong analytical and strategic skills for long term and short term planning
- Build and maintain customer relationships
- Establish, develop & maintain franchise, channel and distribution model
- Submit detailed weekly, monthly and annual sales reporting in addition to capturing and filling sales data

Language Known

- English
- Hindi
- Gujarati

Education

- **Master of Business Administration 2008 - 2010**

Indian institute of Planning & Management, Ahmedabad

Major - Marketing, Finance & International Marketing

- **Bachelor in Commerce 2005-2008**

JGCC (Gujarat University)

Major - Finance

- **Higher Secondary - 2005**

Shree J.M.Choudhary Sarvajani Vidyalaya - Mehsana (GSHEB)

- **Secondary - 2003**

Shree Sarvajani Vividh Lakshmi Vidyalaya - Mehsana (GSEB)

Professional Experiences

- **Senior Sales Manager - Hy-Tech Organics Farms (From March - 2020 to Current)**
 - Develop a scalable sales process and ensure representatives adhere to it correctly
 - Plan and implement training programs for sales force along with their compensation, supervision, motivation and control.
 - Recruit, select, onboard and train new sales representative
 - Maintain a deep understanding of customer needs and monitor their preferences
 - Process expertise when setting and adjusting pricing and discount rates along with advance negotiation
 - Working with the sales team in developing and implementing revenue generation and management plans
 - Work with account management and implementations to ensure customer satisfaction remains best in the class
- **Senior Manager (Corporate and Institutional Sales) - IIMT Studies Ltd.(July 2019 to December 2019)**
 - Set Targets, performance plans and rigorous, objective standards for sales representatives
 - Establish sales opportunities through networking, building relationships, conducting outdoor activities
 - Build corporate database and responsible for lead generation and deal closure
 - Identify improvements or new requirements by remaining updated with on industry trends, competitor activities & offerings
 - Developed and deliver individual sessions and group seminars
 - Counseling of working professional and students to support them in their career
 - Motivate and engage the sales team with monetary and non monetary tactics, such as sales contests, lucrative incentive packages, prizes and public recognition

➤ **Sales Manager - Transport Mantra Networks Pvt. Ltd. (June 2015 to June 2019)**

- Leadership: Grow and develop a inside team and outside franchise's sales team, implementing people management with best practice, performance management and sales strategy execution
- Work with internal department such as marketing, operation, post sales services, product development to engage clients and customers more deeply
- Identify the potential opportunities through market survey to accelerate business volume
- Solve problems for clients and customers by developing innovative and tailored sales solutions
- Design sales strategies, giving hands to finish the sales targets through new clients acquisition, renewal, cross selling, upselling and references from existing clients
- Proven track record of achieving and exceeding individual and team sales targets
- Proactively prospect for new clients within the B2B industry, selling business packages to manufacturing companies and transporters
- Franchise acquisition, development and management across India
- Participated into operational activity(FTL, PTL and LTL facility)
- Provided tender, bidding and rate contract facility to clients and customers

➤ **Assistant Manager(HNI-Client Acquisition) Kotak Securities Ltd. (September 2014 to May 2015)**

- Handled B2C Segment
- New client acquisition and maintain existing clients
- Develop positive and direct relations with key business accounts
- Setting the scope, implementation, management and review of marketing campaigns
- Maintain and track client's portfolio to reach weekly, monthly and quarterly and annual objectives
- Corporate meeting and seminar to acquire bulk client's deal

➤ **Senior Business Analyst - CapitalVia Global Research Ltd. (August 2011 to August 2014)**

- Present, Promote and sell advisory packages by using solid arguments to existing and prospective customers
- Monitoring competition by gathering current market place information on pricing, existing services, new services

- Worked for all processes(New sales, upselling, cross selling, renewals, after sales services, lead generation)
- It was B2C Segment(Retail, Individual and HNI clients)
- Resolve customer complaints by investigation problems, developing solution, preparing reports and making recommendations to management
- Maintain professional and technical knowledge by technical software workshops, reviewing technical data, establishing personal networks and participating in professional seminars
- Contributes along with the team by accomplishing related results as needed

➤ **Sales Executive -Bharti AXA Life Insurance (November 2010 to July 2011)**

- B2C Segment(Individual Clients and Corporate tie-ups)
- Resolve customer complaints by investigation problems, developing solution, preparing reports and making recommendations to management
- Establishing personal networks and participating in professional seminars
- Contributes along with the team by accomplishing related results as needed
- Lead generation through cold calling, kanopy activity, seminars

Achievements

- Star Performer of the year 2012-2013 in CapitalVia Global Research Ltd.
- Got Promotion from Business Analyst to Senior Business Analyst within 6 months of joining along with the allotment of 4 employees team(CapitalVia Global Research Ltd)
- 100% achievement of individual and team KRA for 2017-2018 and 2018-2019 in Transport Mantra Networks Pvt. Ltd.
- Established and manager franchise model successfully in Transport Mantra Networks Pvt. Ltd.

Declaration,

I do hereby declare that the above particulars of facts and information stated are true, correct and complete to the best of my belief and knowledge.