



JATIN JOSHI

BUSINESS ANALYST

My Contact

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Indore, 452009 (M.P.)

Management Skills

- Customer relationships
- Effective customer communication
- Client acquisition
- Wealth management portfolios
- Product expertise
- Team-building
- Profit and revenue-generating strategies
- Persuasive negotiations
- Promotional sales events
- Consultative and relationship selling
- Continuous improvements
- Excellent communication skills
- Established track record of exceptional sales results
- Market research, forecasting and analysis
- Negotiations expert and strong deal closer
- Service-driven sales
- Recruiting and hiring
- Lead generation
- Exceptional multi-tasker
- Product knowledge
- Market and competitive analysis
- Forecasting and planning
- Product management

About Me

Business analysis skills with rich experience of marketing and sales expertise in documenting and implementing innovations that advance business goals. draw on strong knowledge of tailored software solutions to raise efficiency. generate fresh, cost effective solutions that help drive sustained revenue and profit growth.

Key skills:

- Understanding the Business Objective
- Analytical and Critical Thinking
- Communication and Interpersonal Skills
- Negotiation and Cost-Benefit Analysis
- Decision-Making Skills

Certificates:

- Certified Business Analyst from IIM Rohtak (July - Nov 2022)
- Participated in R & Tableau program by Uptop.

Education Background

05/2018

MBA, Marketing And Finance

IIPS, Devi Ahilya Vishwavidyalaya, Indore, Madhya Pradesh

05/2016

Bachelor's of Commerce

Devi Ahilya Vishwavidyalaya, Indore, Madhya Pradesh

Work Experience:

Sales Manager, 09/2022 – Current

IDFC First Bank Ltd – Indore

- Developed sales plans, goals, strategies and objectives to achieve goals and revenue objectives.
- Delivered sales presentations focused on offerings and unique advantages over competitors to Channel Partners.
- Tracked and analyzed key quantitative metrics and business trends relating to clients and partners.
- Achieved company growth and brand development through market expansion and sales.
- Performed sales consultations and educated Channel Partners on products and services.
- Analyzed business and sales targets using critical problem-solving skills.
- Prepared sales production reports for senior management.
- Researched and communicated competitive activity to influence marketing plans and sales tactics.
- Prospected for new business using databases and other strategies to generate sales.
- Analyzed competitors' successes and failures, evaluating impact on market.

Sales Manager, 08/2021 – 08/2022

Bajaj Housing Finance Ltd – Indore

- Maintained professional network of potential clients and business opportunities.
- Developed sales plans, goals, strategies and objectives to achieve team goals and revenue objectives.
- Delivered sales presentations focused on offerings and unique
- Achieved company growth and brand development through market expansion and sales.
- Performed sales consultations and educated channel partners on products and services
- Analyzed business and sales targets using critical problem-solving skills Prepared sales production reports for senior management.

Relationship Manager, 09/2019–06/2021

ICICI Bank– Indore, Madhya Pradesh

- Proposed solutions and leveraged cross-selling opportunities to existing
- Enticed clients to accept wealth management proposals to increase
- Offered clients personalized options to answer wide range of needs
- Built long-term relationships with lucrative clients by utilizing active
- Achieved client loyalty through quality, productivity, service and proactive management.

Department Manager, 05/2018–02/2019

Avenue Supermarts Ltd– Pune, Maharashtra

- Oversaw efficient receiving and inventory management to keep stock within optimal levels.
- Followed all safety protocols and company processes and procedures.
- Promoted high customer satisfaction by resolving problems with knowledgeable and friendly service.
- Demonstrated excellent communication skills in resolving product and consumer complaints.

Declaration: I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

DATE :

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