

ROHIT KAPSHEY

SR. CONSULTANT BUSINESS DEVELOPMENT



+91 8081746167



rohit.kapshey01@gmail.com



Noida, India

About Me

To secure a challenging Sales and Marketing position with a dynamic organization that offers opportunities for growth, and utilizes my strong communication and leadership skills, and allows me to contribute to the company's success through innovative sales and marketing strategies.

Experience

Henry Harvin India Education LLP | April 2023 - Present

Sr. Consultant Business Development | Noida, India

Identifying potential corporate clients, nurturing leads, and converting them into paying customers. This involves understanding the needs of corporate clients and tailoring solutions that align with their objectives.

CP Foods (India) Pvt Ltd, | April 2021 - March 2023

Territory Sales Officer | Gurugram, India

Responsibilities include managing sales within assigned geographical areas, building and maintaining client relationships, achieving sales targets, analyzing market trends, and implementing strategies to maximize revenue and market share

Gopalji Cashew Industries | June 2019 - June 2020

Sales Officer | Lucknow, India

Implement and maintain sales tracking and monitoring systems. Oversee the processes involved in closing business transactions with customers. Perform competitive analysis, market research, and product assessment. Conduct presentations, and attend trade shows and events to promote products. Develop and maintain cooperative selling relationships. Maintain and update sales reports, budgets, and forecasts

Education

Post Graduation Diploma in Management | 2020-2022

ITS Mohan Nagar, Ghaziabad | Marketing & Operation

Bachelor of Business Administration | 2016-2019

University of Lucknow | Business Administration

Language

English 

Hindi 

Marathi 

Expertise

- Sales Strategy Development
- Client Relationship Management
- Product and Industry Knowledge
- Business Acumen
- Analytical Skills

Certification

Advance Excel

Digital Marketing From Udemy