



# Jatin Lalchandani

## Sr. Business Development Manager

Experienced and effective Business Development Manager bringing forth valuable industry experience and a passion for management. Results oriented with a proven track record of improving the market position of a company and maximizing opportunities for financial growth. Adept in analytical thinking, strategic planning, leadership, and building strong relationships with business partners.

### CONTACT ME

- ☎ +971 585729559
- ✉ [lalchandani.jatin@gmail.com](mailto:lalchandani.jatin@gmail.com)
- 🌐 [www.linkedin.com/in/jatin-lalchandani-4](http://www.linkedin.com/in/jatin-lalchandani-4)
- 📍 Dubai, UAE

### EDUCATION

**Bachelors' of Commerce**  
**Kanpur University**  
2001-2004

**XII**  
**BNSD Inter College**  
2000 - 2001

**X**  
**BNSD Inter College**  
1998 - 1999

### SKILLS

- Sales Strategy
- Team Management
- Communication
- Negotiation
- Market Research
- Lead Generation

### WORK EXPERIENCE

Sr. Business Development Manager Dec 2017 - Present

#### Rohit Builders & Developers, India

- Assets and project management
- Handling walkins with their requirements and queries
- Actual site visit with clients and project presentation
- Managing broker network
- Responsible for sales of newly developed commercial and residential properties
- Involved in offline and online marketing strategies
- Ability to detect needs and seek successful solutions for customer making sure they understand the value and quality of the real states
- Rigorous follow up with interested clients
- Acquiring new business through referrals, networking, promotions and lead generation

Business Development Manager Aug 2016 - Apr 2017

#### STA Law Firm, Dubai

- Lead generation & conversion
- Supported legal department with contract processing
- Evaluated and managed legal services
- Attended clients and other legal professionals to discuss case
- Case research
- Document management
- Internal communication of the new case
- Continuous follow up with existing and new clients
- Relationship Management

Sales Marketing Manager Jan 2014 - Jul 2016

#### Seagull Logistics, India

- Managing & retaining key accounts for reputed clients
- Identifying, researching & analyzing market products while evaluating the business and realizing its full potential by using tools such as marketing, sales, information management & customer service
- Ensuring timely service delivery as well as collections from the clients within the stipulated credit period
- Maintaining timely MIS & database reflecting the trends & developments of the company regarding sales, business development & vendor reconciliation
- Building and maintaining strong relationships with internal and external customers, vendors and other departments to facilitate the flow of goods and related information
- Managing the distribution system of the company and maintaining smooth operations

Sales Manager

Sep 2009 - Jan 2014

**Seagul Logistics, India**

- Planning, evaluating, organizing, integrating, and controlling
- Maintaining receiving's, warehousing and distribution operations by initiating, coordinating and enforcing program operational and personnel policies and procedures
- Supervising 500 daily activities of staff by coaching, delegating, monitoring progress and providing direction and technical support
- Planning and implementing shipping/tracking of goods and coordinating their full order cycle
- Leading with complex, cross functional, global projects including setting scope, reaching consensus, leading execution and driving results
- Responsible for updating reports
- Working with Finance team on the inventory management and trouble shooting, Managing the aged and negative inventory issue
- Identifying and/or solving operational issues with the account(s) by implementing continuous improvement and LEAN initiatives, to strengthen team unity, goals, productivity and results
- Ensuring that all distribution operations and systems comply with local PRO, health, safety, and environmental/risk management legislation as well as with Corporate Policies

Team Leader

Mar 2007 - Aug 2009

**South Carryng, India**

- Overseeing the activities of shipping, receiving, and warehouse personnel
- Monitoring key performance indicators
- Managing inventory levels
- Report management
- Safety maintenance
- Written & verbal communication

Call Center Agent & Process Trainer

Jun 2004 - Jan 2007

**NIIT Smart Serve (Fizz Telecom Process (UK Process), India**

- Night shift for out bound calls related to the process
- Process trainer for the new joiners
- Training material development
- Achieving given targets
- Data management of existing and new clients