



# RAHUL KRISHNA

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## SUMMARY

Driven MBA Graduate with 3+ years experience in Marketing and Business Development Sector. Posses proven expertise in strategic sales planning, customer relationship management and acquired experience in analyzing market trends and identifying business expansion opportunities

## WORK EXPERIENCE

### Business Development Manager | Instashop B2B (GROCART) Feb 2023 - Present

- Successfully got **promoted as a manager** for achieving the Top Sales Performance title for bringing in more than 200,000+ AED revenue in a month.
- **Acquired 40 new customer accounts** that contributes 30% of the overall business in GROCART.
- Led a team to **ensure consistent achievement of sales target on a monthly basis**. As a leader, ensured to **investigate, and remedy discrepancies in sales across** stores. Additionally, evaluated existing operations and identified business opportunities and developed appropriate strategies in relation to the findings.
- **Continuously monitored sales across assigned stores of the team. In charge of reporting** key updates, progress and potential opportunities and challenges **to Senior Management** on a weekly basis

### Business Development Associate | Thomsun Foods LLC Nov 2021 - Jan 2023

- Opened accounts for hotels, Supermarkets, Catering Services (Marriot, Hilton, Rotana, MovenPick, Kaykroo, Sheraton etc)
- Track, monitor and analyse products , channels and customers sales trends in order to maximize sales opportunities.
- Coordinating the sales team by **managing schedules, filing important documents and communicating** relevant information.
- Constant collaboration with staff members from other departments such as marketing, research/design and financing to optimize sales

## EDUCATION

**MBA in Operations & Marketing** 2018 - 2020  
Amity University, Dubai.

**B.Com in International Business** 2015 - 2018  
GRD CAS Coimbatore

## ADDITIONAL INFORMATION

- **Professional Skills:** Business Development, Result Oriented, Negotiation, Communication & Interpersonal Skills , Collaborative Skills, Project Management
- **Languages:** English, Hindi, Malayalam, Tamil