



Narendra Kherajani

CONTACT

Plot no 569 11th C road
Sardarpura
Jodhpur
Current Address - Flat
567 Shree Sai
Residency Ghatkopar
east (Mumbai)

E-mail:
Kherajaninarendra3@gmail.com
Phone: 9460941060

OBJECTIVE

Strong entrepreneurial initiative and drive to succeed deep fortune 500 account management expertise. strategic and creative thinker balancing action with analysis and process builder of relationships forged from passion, perseverance and commitment.

WORK EXPERIENCE

Pharmeasy (Mumbai)

September 2021 - Present

International Marketing Manager

- Provided products, services, and solutions to the world's largest retailers, Importers of Generic & Standard Medicines,Otc-Category
- Utilized market research, business intelligence, and competitor analysis to evaluate and address global market challenges and opportunities.
- Successfully developed and implemented aggressive sales and business strategies in order to enter new markets and meet company objectives.
- Collaborated with corporate sales and marketing team to arrange client meetings, create presentations, and close sales.
- Initiated, developed, and nurtured relationships with new clients.
- Identified, solicited, and secured qualified strategic partners and suppliers.
- Acted as liaison and coordinated projects with the parent company.
- Working with countries of Africa(Ghana,Sierra-Leone,Congo)UAE,Latin-America

Gradestack Retail Pvt Ltd

April 2020 - August 2021

Business Development Manager

- Analyzed and developed annual forecast and budget for international and domestic operations.
- Capital budgeted knowledge required.
- Analyzed and advised CEO/Owner on international business strategy and opportunities.
- Market analysis knowledge required.
- Executed self-audit for Customs and Border Patrol.
- Negotiated international licensing and contract agreements with potential business partners.

G.Shankerdas & Sons (Sierra leone)

July 2018 - April 2020

Global Marketing Manager

- Improved account management by predicting potential competitive threats and outlining proactive solutions.
- Secured high-value accounts through consultative selling, effective customer solutions, and promoting compelling business opportunities.
- Updated CRM database system with Exporter and Business Model Canvas.
- Led vendor management and supplier management activities, which included performing high-level negotiations and verifying suppliers according to business needs.
- Handling cluster and 150+ key accounts with growth and retention
- Handling end to end Sales and Account Management Cycle of 7 countries(Nigeria,Ghana, Morocco,Senegal,Guinea,Mozambique,Tanzania)-
- Develop disciplines of management by planning, strategy,organizing, staffing, leading, control and change, product management, price management ,cost allocation etc
- Conducted trials and tests of marketing channels such as paid acquisition, social media and fresh content creation.
- Handled clients: Lafarge,Ethopian Airlines,Cuca beer,MTN Group,Royal Air Maroc,Unilever Ghana,Aspen-Pharma,Sasol.
- Integrated financial and operation plans with strategic objectives to deliver improved operational and financial results to boost customer satisfaction, profitability, and working capital.
- Built exceptional rapport with suppliers and transportation companies to create seamless operations.

Mangaldeep Group (Jodhpur)

April 2017 - July 2018

Business Development Manager

- Built prospect lists of potential new customers through research and identification of business opportunities.
- Initiated contact with prospects and conducted follow-up calls to garner information and qualify leads.
- Learned and adapted quickly to new technology and software applications.
- Used strong analytical and problem-solving skills to develop effective solutions for challenging situations.
- Proved successful working within tight deadlines and a fast-paced environment.
- Sourced and selected applicants for technical positions within company.
- Coordinated with IT team leaders to forecast hiring needs and department goals.
- Accounts Handled Nvidia,Pfizer,Lowe's,Wells Fargo.
- Referred candidate resumes to customer account managers for evaluation and submission.

Manish & Company

August 2014 - April 2017

Account Manager

- Reported sales activity, generated sales quotations, and proposals and maintained customer contact database to achieve sales objectives and quota.
- Created demand by matching business problems to product and service solutions.
- Suggested solutions and innovative ideas to meet client needs.
- Established strong relationships with major accounts and key decision-makers to increase sales in designated territory.
- Achieved regional sales objectives by coordinating sales team, developing successful strategies, and servicing accounts to strengthen business relationships.
- Contacted key accounts regularly and achieved high satisfaction scores by routinely re-assessing needs and resolving conflicts.
- Modeled strong negotiation skills to help team members close tough deals with lucrative clients.
- Key Clients Four Seasons,The Oberoi Group,,Hilton Worldwide,Best Western,Accor.

QUALIFICATIONS

- Diploma In Graphics & Web Design
- Certification In Business Analytics

EDUCATION

Pursuing Masters of Business Administration

NMIMS

Oct 2022 - Dec 2023

Bachelor of Commerce

Jai Narain Vyas University

Jun 2013 - Jun 2016

INTERESTS

- Music,
- Sports
- Traveling & Exploring

REFERENCES

- Available on Request

SOFTWARE PROFICIENCY

- LinkedIn Sales Navigator
- Salesforce
- Hubspot
- Ms Office Suite 365 (Advance Excel)
- Power-BI
- Clevertap
- Adobe Suit (PS,Illustrator)
- Google Analytics
- Quick Books
- Tally Erp

SKILLS

- Negotiations
- Project Management
- Client Relationship Management
- Analytical and Critical Thinking
- Strategic Account Development
- Email Marketing
- Problem Solving Skills
- P&L Management
- Supply Chain Management
- Problem Solving

- Market Trend Analysis
- Budgeting and Allocation
- Brand Development
- Marketing Automation
- Strategic Alliances
- International Sales
- Import Duty and Export Duty

LANGUAGE

- English
- Spanish
- French
- Hindi

ACHIEVEMENTS

- Awarded as Best Performer In G.Shankerdas & Sons for Year 2018-2019
- Appreciation received from Pharameasy management for Maintaining consistency in revenue .