DHRUMIL M BHAVSAR

+(91) 9023005843 **Vadodara-390024, Gujarat** **bhavsardhrumil4@gmail.com**

Aspiring export sales and marketing professional with a passion for driving international market growth through strategic planning, relationship building, and dynamic sales strategies in the global marketplace.

EMPLOYMENT

Business Development Executive **NEXUS AUTOMECH PVT LTD** **Feb 2022- Present**

- Identified and researched the domestic market and industry trends.
- Daily visiting 4-5 customers and meeting them in person and pitching them with our products and solutions followed by email, quotation and follow ups serving industrial automation industry
- KPI / KRA was to sale products and services by maintaining relation with existing client and develop new potential customers.

Business Development Executive **DASH TECHNOLOGIES INC.** **Feb 2021- July 2021**

- Identified and pursued untapped US market by executing a comprehensive lead generation strategy, resulting in a expansion of the client portfolio and a boost in annual revenue.
- Sent 250+ emails per week and 60-70 cold calls per day
- KPI / KRA was to schedule a meeting by convincing clients.

Sales Executive **ASIAN PAINTS -AMBICA SALES CO-OP** **June 2019- Jan 2021**

- Connected with customers and sold many Asian Paint Products- Retail Business
- Maintaining and organizing products, bill books and maintaining relation with customers.

Customer Success Executive **COGNIXIA** **Jan 2019- May 2019**

- Managed LMS portal by creating Login Credentials and sent 100+ emails per week to the customers.
- Played key role to provide resolution of customer-centric queries for Non Technical part.
- Played key role where I was a bridge between Candidates and Trainers, actively held the respective ongoing training.

Career Development Executive

- Pitched Courses to students and working professional after analyzing their portfolio.
- Making daily 50-60 cold calls and email, focusing on Tech-centric courses which would help professionals and students to grow in their career

INTERNSHIPS

Internship Trainee **SOFCON INDIA PVT LTD** **Oct 2021-Jan 2022**

- Precise knowledge providing automation projects on PLCs, SCADA System, HMI, DCS, Panels
- Learned about Wonderware InTouch SCADA concepts, Solving series of examples on Start Stop logic, timers, counters, SLC Analog on Allen Bradley, Siemens PLCs
- Designing various types of Panel, Switchgear components, wiring, SLD diagrams in Autocad
.

VOLUNTEER EXPERIENCE

Art of Living

- Implemented crowd control measures to ensure the safety and security of attendees during Sri Utsav
- Collaborated with a team of security personnel to monitor and manage access points, effectively handling of attendees.
- Assisted in emergency response protocols, remaining calm and decisive during high-pressure situations..

EDUCATION & RELEVANT COURSES

International Institute of Import & Export Management
Vadodara, Gujarat

The Complete Digital Marketing Course
Udemy Ed-Tech Digital Platform

B.E in Electrical Engineering **[CGPA- 6.4]**
Gujarat Technological University, Vadodara, Gujarat