



SUMMARY

A visionary executive with extensive expertise in driving operational efficiency and business growth. Highly skilled in developing innovative strategies that enhance customer satisfaction, streamline processes, and optimize profitability. Recognized for building strong, long-lasting relationships with clients and leading cross-functional teams to achieve company objectives. An expert in transforming business challenges into opportunities for success through strategic planning, market analysis, and leadership.

EDUCATION

Babariya Institute of Technology

Bachelor's of Engineering in Mechanical Engineering
2010 – 2014

SKILLS

- Business Strategy & Development
- Account Management
- Sales Analysis
- Leadership And Team Build
- Marketing Strategy Development
- Digital marketing
- Client Relationship Management
- Revenue Growth & Forecasting
- Training & Coaching
- Data Analysis & Review
- Problem-Solving & Critical Thinking
- Staff Supervision & Management

LANGUAGES

- English (Fluent)
- Hindi (Fluent)
- Gujarati (Fluent)

HOBBY

- Self-learning and Professional Development
- Football Enthusiast
- Fitness and Gym Workouts

PROFESSIONAL EXPERIENCE

General manager

Y5HOME TECHNOLOGY | 2024 - Present

- Developed and implemented operational strategies to improve efficiency, reduce costs and maximum customer satisfaction.
- Established and maintained effective communication with staff members to ensure efficient operations.
- Supervised employees through planning, assignments, and direction.
- Recruited, trained and empowered employees to achieve key performance indicators.
- Developed and implemented sales strategies to increase market and share.
- Identified and developed new markets for products or-services.
- Established relationships with key clients, while maintaining existing customer base.

Founder & Managing Director

Fly Industry | 2016 - 2023

- Created marketing plans to promote products and services in the local area.
- Maintained a detailed budget, tracked financial results, and identified areas of improvement.
- Conducted regular meetings with staff members to discuss progress and assign tasks.
- Formed and sustained strategic relationships with clients.
- Negotiated with vendors to gain optimal pricing on products resulting in substantial increase in profit margin.
- Prepared weekly schedules to verify proper floor coverage within fiscal guidelines.
- Reviewed customer feedback surveys to identify areas for improvement in customer satisfaction.