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(LinkedIn)
www.sunmediamarketing.com
(Company)
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(Company)

Top Skills

Team Management
Technical Recruiting
PHP

Languages

English

Jitudan Gadhavi

Founder at Sun Media Marketing
Ahmedabad, Gujarat, India

Summary

A proficient & experienced Sales Manager with over 10 years experience in the IT Business Development, Customer Relationship & Customer Retention. I am passionate and results-driven marketing & sales professional with a strong track record of success.

My commitment is to perform every requested task with responsibility, honorability and my best effort. I believe that company's growth will lead to your personal success. Motivated, and self-starter with strong leadership ability.

Experience

Sun Media Marketing
Founder
January 2015 - Present
Ahmedabad Area, India

I provide the advice and skills to help businesses to generate more leads and to improve website conversation ratio. Sun Media Marketing provides great website solutions, well-optimised for Google, highly usable, marketed brilliantly using all manner of means and with a top notch ongoing service.

I also provide private consulting services to CEO's and Directors of Indian & International businesses. I help them to identify opportunities for their businesses within digital marketing and advise them on how to:

- best manage their digital marketing strategy
- transition marketing investment from traditional to digital channels

I am a digital marketing strategist at Sun Media Marketing where I advise clients on a wide range of digital marketing related areas. On marketing, I'm results-focused and always looking for the best ways to invest client funds for the maximum return on investment. This includes advising on email marketing, SEO, PPC advertising, Social Media and much more.

Sun Media Technologies
Head of Sales and Marketing
January 2015 - Present
Ahmedabad Area, India

- Heading business development
- Reviewing business development activities and supporting other Business Development executives for closures
- Exploring new business opportunities targeting segments like IT/ITES
- Providing Consultation to start-up businesses to grow online
- Working towards complete customer satisfaction.
- Ensuring smooth project execution of the client along with the development team.
- Maintaining highest ethical and professional standards in dealing with clients.
- Understand competitive price and work out accordingly to ensure sales
- Managing existing Accounts

Micello, Inc.
Business Development Manager
August 2014 - December 2014 (5 months)
Ahmedabad

Micello is an award-winning company building the worlds largest collection of indoor maps; which includes places like shopping malls, airports, college campuses, hospitals, museums, business campuses, conferences, and many more. We are headquartered in Sunnyvale, CA and have multiple offices around the world. Our collection of indoor maps is available for you to use in your own web or mobile applications. Visit our developer homepage <http://micello.com/developer> to find out more about the map APIs.

IndiaNIC Infotech Ltd
4 years 2 months
Business Development Manager
June 2013 - July 2014 (1 year 2 months)
Ahmedabad Area, India

KEY SKILLS AND COMPETENCIES

- Implementing new initiatives.
- Mentoring and training up junior and new staff.
- Arranging & chairing team meetings, focusing on targets & achievements
- Proven ability to manage through others.
- Strong decision making and problem solving skills.
- Able to motivate and lead others in a team environment.

- An ability to build rapport and trust quickly with work colleagues.
- Able to prioritize tasks and workloads in order of importance.
- Track record of delivering results with deadlines.

Specialties:

- Lead Generation
- Business Development
- Online Marketing / Sales
- Negotiation
- Account Management
- E-mail Marketing
- International Marketing
- Social Media Marketing
- Digital Marketing
- Verbal & Written Communication
- Branding
- Customer Retention
- Relationship Management
- Pricing and Service Management
- Post Sales Service
- Customer Relations

Business Development Executive

June 2010 - May 2013 (3 years)

- Handling leads given by company for Web, SEO, Mobile Apps & also Yahoo Store enquiry.
- Researching and identifying prospective clients across the Globe through Direct marketing on business networking sites like LinkedIn, XING and other ways.
- Ability to generating and qualifying sales leads for business development.
- Creating & coordinating client proposals related activities.
- Good Understanding of SEO/ SEM concepts.
- Good understanding & knowledge of web development industry / IT services.
- Assisting the team in related area.
- Supporting all marketing related activities for the organization.

NicheTech Computer Solutions Pvt. Ltd

Business Development Executive

May 2008 - May 2010 (2 years 1 month)

- Bidding on Portals.

- Identifying business from across the globe.
- Ability to generating and qualifying sales leads for business development.
- Coordinating client proposals related activities.
- Researching and identifying prospective clients.
- Understanding of SEO/ SEM concepts.
- Making SEO proposals for the clients, Client handling.
- Good understanding & knowledge of web development industry / IT services.
- Assisting the team in related area.
- Supporting all marketing related activities for the organization

Western Auto Spares

Export Executive

August 2006 - April 2008 (1 year 9 months)

- I was responsible for the dealings with the clients via emails. I was looking after correspondence work, was following up with clients, dealers.
- I was handling export documentation (Pre-Shipment & Post-Shipment) as well as local sales. Prepared government tenders, documents, requirements, reports and product proposals and price quotations.
- I was doing follow-up with plant regarding movement of material and I was co-operating with factory resources with respect to shipment.
- I was interacting with the U.S., European customers and dealer through fax, verbal or written communication to provide the information about the delivery and product to be delivered.
- Liaison work with Export Promotion Council, ECGC, Insurance Company, Shipping Company / Airlines.
- Handled the queries and issues of the customers and resolved them very effectively.
- Export finance and banking (such as negotiating with bank, preparation of bank realisation certificate).

Education

K.S.School of Business Management (Gujarat University)

BSc.I.T, Computers · (2002 - 2005)