

RAHUL RATHEESH

Business Development Manager

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PROFILE INFO

As a highly skilled and experienced Business Development Manager with over 5 years success, I have significantly contributed to the growth and prosperity of the companies i have worked for. My track record includes managing key accounts that exceeded revenue goals, formulating and executing profitability focused marketing strategies, and building strong relationships with decision makers. I excel in negotiations, partnership and collaborations with stakeholders, consistently driving revenue growth and ensuring client satisfaction.

EXPERIENCE

■ 2023 - 2024

Marrakech Doors Trading & Contracting Co, Qatar

Business Development Manager

- Develop and execute comprehensive marketing strategies and campaigns that align with the company's goals and objectives.
- Lead, mentor, and manage a high-performing marketing team, fostering a collaborative and results-driven work environment.
- Create and manage the marketing budget, ensuring efficient allocation of resources and optimizing ROI.
- Oversee market research to identify emerging trends, customer needs, and competitor strategies.

■ 2019 - 2020

Solid Cad Institution , India

Business Development Manager

- Market Research and Analysis: conduct in-depth research to identify potential clients, including educational institutions, colleges, and universities.
- Client Acquisition: actively engage with prospective clients, build relationships, and pitch educational solutions or programs offered by our institution.
- Sales and Revenue Generation: focus is on sales and business development, aiming to increase enrollments, partnerships, and revenue.
- Clear Messaging: developed compelling messaging tailored to different target audiences within the educational community.

EDUCATION

2014 - 2017 | Anna University

B.E Mechanical Engineering

Bachelor of mechanical engineering graduate

2021 - 2022 | Airon Academy

QA QC ENGINEERING/ NDT

Non Destructive Techniques ASNT LEVEL 2

- Radiography Testing (RT)
- Ultrasonic Testing (UT)
- Liquid Penetrating Testing (LPT)
- Magnetic Particle Testing (MPT)
- Visual Testing (VT)

SKILLS

- Project Management
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking

LANGUAGES

- English
- Arabic (Basic)
- Hindi
- Tamil
- Malayalam