

# RONAK DEVARE

Mo:- 9925630079



## About Me



Experience



+91 99256 30079



October 14, 1996



Ahmadabad, Gujarat.



devare.ronak@gmail.com

Experienced business development, sales and marketing associate based in Ahmedabad with hands-on expertise in market research, analysis and evaluating growth strategies. Adept at networking with decision makers, conducting business introductions, and growing a customer base. Excellent communications and presentation skills with proficiency in CRM and MS Office. Recognized for consistent performance and achieving targets.



## Education

### Master of business administration (MBA) - IT Management

D.Y. Patil University  
Pune, Maharashtra.

Jan-23 to Jan-25  
(Pursuing)

### Bachelor of Commerce [B.COM]

G.B. Shah Commerce Collage  
Gujarat University,  
Ahmadabad, Gujarat.

Passed, 2018  
Pass Class

### GSHEB 12th,

Sharda Mandir Vinay Mandir,  
Gujarat Secondary Higher Board,  
Gandhinagar, Ahmadabad.

Passed, 2014  
Marks 68%

### GSEB 10<sup>th</sup>,

Saraswati Vidhya Sankul,  
Gujarat Secondary Board  
Gandhinagar, Ahmadabad.

Passed, 2012  
Marks 75%



## Extra-Curricular Activities



**Soft Skills :-** Market Analysis, Market Research, Negotiations, Strategic Planning, Lead Generation, Networking, Communication & interpersonal skills, CRM, Time Management, Leadership, Research and Strategy, Project Management, Sales & Marketing

- Host the cultural activities of college & school.
- Participated in college activities actively.
- Social participation in activities



## Personal Particulars

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Full name : Mr. Ronak Kishorbhai Devare  
Hobbies : Travelling, Photography, Volley Ball, Social participation in activities.  
Permanent address : S/6/A Bhumika App. , Nr Don Bosco English School,  
opp. Gira Park Society, Jivraj Park, Vejalpur Road,  
Ahmedabad – 380 051.



## Computer Proficiency

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- Good Knowledge in SAP, ERP 9
- Photoshop
- Basic Computer Course (CCC) From C-DAC with 75%.
- Operating Systems: Windows 10/2007
- Internet & Email Concepts



## Experience

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- ❖ Working with **New Priti ItradelMEX PVT. LTD. As Sales & Business Development Manager** since From **Dec, 2022** to **Present** and dealing in the following areas.
  - Client Relationship Management, Establishing and maintaining long-lasting relationships with corporate clients for future expansion relocation plans, lease renewals, and other supporting requirements
  - Prepared detailed presentations and dashboards with market analysis; financial projections; compiled demographics, and competition data using MS Office
  - Developing a network of contacts to attract new clients and schedule meeting to understand their requirements and suggest our suitable product then moved into sales.
  - Making sales projections and forecasting revenue to grow up and Developing growth strategies and plans how to touch our quarterly & Yearly targets.
  - Understanding the client Budgets and accordingly Negotiating client pricing.
  - Coordinating with company executives and sales & marketing professionals to review current market trends.
  - Crafting strategies for all Marketing teams, including Digital, Advertising, Communications and Creative.
  - Understanding competitors and their strategies and likely responses.
  - Participate in different Events, Conference, Agents and Dealers meets Etc.
- ❖ Working with **ARVIND LTD. (ANKUR Division) as Sr. Sales & Marketing executive** since From **Dec, 2018** to **Dec,2022** and dealing in the following areas.
  - Fabric sourcing: Calculating fabric requirements and sourcing fabric
  - Costing: Calculating fabric and accessory requirements, and costing and pricing
  - Collaborate with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time-scales
  - Forecast profits/sales and plan budgets

- Build constructive customer relationships and team with channel partners to build pipeline and close deals
- Designing and implementing marketing strategies
- Maintaining customer relationships
- Tracking sales data
- Creating performance reports
- Researching current business practices, market penetration, customer satisfaction, and promotional efforts
- Serving as a liaison between the company's sales and marketing teams
- Ensuring that sales and marketing efforts are coordinated and synchronized
- Demonstrating products and services as deemed necessary by clients and management

#### Others

- Participating in exhibitions and conferences organized by the company
- Creating awareness of the products and services offered by the company
- Ensuring the company meets the sales targets
- Handling complaints of the clients
- Negotiating the deals with the clients

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❖ Worked with **KTF FASHION PVT. LTD. Narol** as **Assistant Merchandiser** since From **Jan, 2016** to **Nov, 2018** and was dealing in the following areas.

- AOP S/off follow up.
- Make bulk card.
- Fabric follow up daily basis.
- Make fit sample.
- Make PPS sample.
- Make production file.
- Make photoshoot sample.



#### Personal Details

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Father's Name:	Mr. Kishorbhai Rajaram Devare	Nationality: Indian
Birthday:	19 <sup>th</sup> June, 197	Business: Construction
Gender:	Male	
Mobile:	8487022543	
Mother's Name:	Mrs. Daxaben Kishorbhai Devare	Nationality: Indian
Birthday:	9 <sup>th</sup> August , 1973	Business : Teacher
Gender:	Female	
Mobile:	9428804512	

#### Declaration

I am Ronak Devare, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

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Ronak K. Devare

Ahmadabad, Gujarat.