

## **Binoy Umeshkumar Shah**

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Surat-395005

Mobile : +91 9978849934

Email : shahbinoy1705@yahoo.com

### **Personal Data**

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Nationality: Indian

Marital status: Married

Date of Birth: July 05, 1986

Languages Known: English, Hindi, Gujarati

### **Education**

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2002-2003 11<sup>th</sup> Commerce, Tapovan Sanskarpith Vidhyala, GSEB,  
Gandhinagar with 64.42%.

2001-2002 10<sup>th</sup> Grade, Tapovan Sanskardham, GSEB, Gandhinagar with  
60.29%.

### **Work Experience**

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**Business Development Manager (Gujarat Region) : April, 2014 to March, 2019**

**H&H Inc. – Surat, Gujarat**

Presenting new products and enhancements to prospective clients.

Ensuring end to end completion of entire project i.e from planning to execution.

Maintaining good working relationship with new clients as well as existing clients.

**Business Development Manager : February, 2010 to March, 2014**

**Binaik Inc. – Surat, Gujarat**

Making the client understand different range of products and fulfil their requirements.

Preparation of well structured reports and presenting them to higher management.

**Customer Service Representative : June, 2009 to January, 2010**

**Technomine – Ahmedabad, Gujarat**

Addressing customers' concerns related to their loan accounts.

Maintaining customer records by updating their account information in existing Company's Database.

## **Soft Skills**

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- Communication Skills
- Presentation Skills
- Problem Solving
- Self Motivation

## **Interests**

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- Playing Cricket – Club Level
- Listening Music
- Trekking