



SURAJ SHEKHAR


About Me





 1 Year 8 Months

 September 22, 1995

 [linkedin.com/in/suraj-shekhar](https://www.linkedin.com/in/suraj-shekhar)

 Malad – (W), Mumbai, India

 +91-9920406390

 surajshekhar95@gmail.com

BUSINESS DEVELOPMENT AND SALES PROFESSIONAL

Strategic Business Development and Sales professional with a demonstrated history of working in the business of sports and fitness. I have represented the Mumbai state cricket team at the junior and senior levels and the drive to achieve the defined goals comes from there . A leader with a creative and analytical approach towards problem-solving.

Education

Post Graduate Program in Supply Chain Management

Prin. L. N. Welingkar Institute of Management Development and Research
Mumbai, Maharashtra

January 2019 – Present

Post Graduation in Sports Management (Full Time)

International Institute of Sports Management
Affiliation by Griffith University, Australia
Mumbai, Maharashtra

Passed - June 2017
Marks:- 75.52%

Bachelor of Mangement Studies

Thakur College of Science and Commerce
University of Mumbai
Mumbai, Maharashtra

Passed - June 2016
Grade B

H.S.C

Thakur College of Science and Commerce
Maharashtra State Board
Mumbai, Maharashtra

Passed - June 2013
Marks :- 75.16%

S.S.C

Dr. S. Radhakrishnan Vidyalaya
Maharashtra State Board
Mumbai, Maharashtra

Passed - June 2011
Marks:- 89.27%

Skills

- Sales / Sales Strategy
- Business Development
- Timely follow – ups
- Software / IT Sales
- Lead Generation
- High – Value Product Sales
- Client / Customer Servicing
- Sports Event Management
- Marketing

September 2018 – February 2019

Business Development and Sales Executive – Gym Division

Sportina EXIM Pvt. Ltd. (Mumbai, Maharashtra)

Sportina EXIM are the sole distributor/Partner of ProMaxima (Houston, Texas, USA) in Asia. ProMaxima, for a period of more than 45 years has been the preferred fitness equipment manufacturer and supplier for customers in a wide range of markets.

- We completed 4 projects with Kanakia Builders.
- Generated new leads like Tata Housing, Arkade Group, Mahindra Lifespaces, Sheth Creators and Runwal to name a few.
- Preparing Proposals/Quotations and negotiating deals.
- Our Target market being Builders/Developers, Corporates, Colleges/Universities/Schools, Hospitality, Sports complexes/Academies, Gyms, Club/Gymkhanas, HNI's etc.

July 2017 – September 2018

Business Development Executive

KheloMore Sports Pvt. Ltd. (Mumbai, Maharashtra)

KheloMore is aimed at revolutionizing the grassroots sports coaching and participation space in India using technology as an enabler.

- Onboarded 150+ Academies, Coaches, Specialists and Venues across identified sports onto the Khelomore platform as per the organizational key financial metrics and geographical spread and achieved sales revenue through them of 15% commission per booking through Khelomore platform.
- Achieved Sales Revenue worth Rs. 60 Lakhs by selling/licensing the SAAS based CRM Software and Tournament Management Software.
- Achieved Sales Revenue worth Rs. 5 Lakhs by selling and conducting Sportsscience workshops.
- HPCA and MSSA being the biggest clients on the Associations front for our B2B products. Sports Academies, Coaches, Specialists, Clubs/Gymkhanas, schools and corporates being our clients for our B2B and B2C products.
- Got franchising deals with partner academies like Don Bosco Cricket Academy and Soccer Schools of Excellence.
- Involved in demonstrating and negotiating deals for Khelomore's products during Investor meetings.

December 2016 – January 2017

Intern – Sports Event Management

Sportz 360 India Pvt. Ltd. (Mumbai, Maharashtra)

Sportz 360 India is creating a platform for enthusiasts to indulge in sports as part of the corporate way of life. Sportz 360 creates opportunities for corporates to engage with their employees, their existing clientele and even new business prospects in a fun filled and entertaining format revolving around sports.

- Involved in planning, organizing and execution of corporate sports events.
- Involved in raising Sponsorships for Events.
- Worked for IAA cricket cup, FIS cricket cup, Inter-gymkhana box cricket tournament, Honda premier league, Walk-a-thon for Hetero healthcare, Cycleon for ICICI securities, NSE box cricket tournament and Sports day for Hypercity.



Computer Proficiency

- Microsoft Word
- Microsoft Excel
- Microsoft Power Point
- Google Sheets



Languages

- English
- Hindi
- Marathi
- Tamil



Personal Interests

- Sports
- Fitness
- Books
- Music



Personal Details

- Birthday :- September 22, 1995
- Gender :- Male
- Marital Status :- Single
- Address :- B-105, Dheeraj Pooja, Chincholi Bunder Road, Malad – (W), Mumbai – 400064.

Declaration

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

Suraj Shekhar

Mumbai, Maharashtra