

ROSHITH BRITTO

Business Development Professional

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EXPERIENCE

Hicare Pvt Ltd

Sales executive

November 2019-2020

Bangalore, India

- Responsible for developing a portfolio of accounts through new business development. Also in charge of looking for bring opportunities and for managing the full negotiation and close process with clients from start through to finish.
- Prepare and execute presentations to the clients about the product and services.
- Dealing with customer enquiries face to face,over the phone or via email.
- Achieving all revenue targets objectives in line with the Area Business Plan and Develop the promotional strategies for new products.
- Working closely with the marketing team to produce any sales collateral required for the target market.
- Reporting business trends and area performance to Area Sales Manager, Planning and organising the day to ensure opportunities are maximised.
- Execute online and offline marketing, advertising and promotion activities, Monitor and analyze competitor performance and behavior.

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Internship project on Effectiveness of Digital Marketing

Jan 2019 – Feb 2019

Bangalore, India

Ramee Guest line group of Hotels,Bangalore

Internship on Business management

JUn 2018 – Jul 2018

Bangalore, India

Gold Finch Hotel

Management Trainee

Dec 2015 – Apr 2016

Mangalore, India

EDUCATION

MBA (Marketing and Finance)

Vidyavardhaka College of Engineering

2018-19 | 60%

Mysore, India

Bachelor of Hospitality Management

Sarosh institute of Hotel Administration

2013-17 | 60%

Mangalore, India

Pre University/ECBA

St Anne's Pre University College

2011-13 | 66%

Virajpet, India

SSLC

Good Shepherd convent School

2011 | 64%

Ammathi, India

STRENGTHS & SKILLS

Communication skills and networking ability

Relationship building

Commercial awareness

Adaptability

Product Knowledge

Time management

leadership quality

Positive Thinking

Learning skill

MS Word

MS Excel

MS Powerpoint

CRM Applications

ERP Applications

Salesforce Applications

LANGUAGES

English

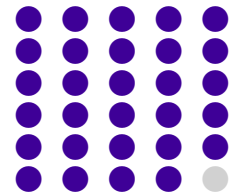
Hindi

Kannada

Malayalam

Konkani

Tamil



ACHIEVEMENTS



STEP

English Online Course



SIM

Session on leadership quality in Singapore University



Excel for Analytics

Skill Development workshop



District level Sports event

Athletics and Football

PERSONAL DETAILS

Date of Birth : 01/02/1995

Father Name : ABRAHAM BRITTO

Passport no : N3050685

location : Virajpet,Kodagu,INDIA