

TASNEEM CHHAWNIWALA

Pune, Maharashtra, India

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PROFESSIONAL SUMMARY

Sales & Business Development professional with 10+ years of experience in lead generation, client acquisition, sales conversion, and account management across India, USA, and Kuwait markets. Skilled in handling complete sales cycles, client relationships, product demos, and team coordination with strong communication and negotiation skills.

CORE SKILLS

Business Development | Lead Generation | Sales Conversion | Client Relationship Management | Inside Sales | Team Handling | Product Demonstrations | Customer Support | Market Research | MS Excel & PowerPoint. Languages known English, Hindi, Marathi, Gujarati

PROFESSIONAL EXPERIENCE

Regional Sales Manager

V Plan Inc. | Jun 2021 – Present

- Managing business development for India and North America markets
 - Handling lead generation, sales conversion, and client onboarding
 - Conducting software demos, presentations, and webinars
 - Coordinating with technical teams for client support and requirements
 - Managing client relationships and payment follow-ups
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Business Development Specialist

Tech Jobs Fair | Jan 2021 – Jun 2021

- Managed lead generation and client acquisition across international markets

- Conducted cold calling, online meetings, and presentations
 - Assisted in onboarding and client follow-ups
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Area Sales Manager

Practico Interior Solutions | Oct 2018 – Dec 2020

- Led sales activities and supervised team performance
 - Generated leads through LinkedIn, online research, and cold calling
 - Managed client meetings, negotiations, and escalations
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Head – Interior Designing Department

Envoy Interiors, Kuwait | Jun 2016 – Jul 2018

- Managed client meetings and project coordination
 - Supervised design team and ensured timely delivery
 - Assisted in proposal preparation and client handling
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Architectural Cost Estimator

Kapasi Glass Mart Inc., USA | Dec 2010 – May 2016

- Worked on project estimation and vendor coordination
 - Assisted in project bidding and execution support
 - Coordinated with contractors and on-site teams
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EDUCATION

- B.Com – Pune University
 - Diploma in Interior Design – MM College of Interiors
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TECHNICAL SKILLS

MS Office | AutoCAD | Google SketchUp
