

RIDDHI MANISHBHAI LAHERI

Business Developer

Marketing Manager

CONTACT

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Add – 20 Kimbrcroft, Scarborough,
Toronto, ON M1S4K8

ACADEMIC HISTORY:

Bachelor of Commerce
S.D. Jain International College
Marketing Management – July 2021

Marketing Management – Digital Media
Lambton College, Toronto
Jan’ 2024- Present

PROFESSIONAL SUMMARY:

Business-minded individual with a background in strategic analysis and deal negotiations. A highly communicative Business Developer offering exceptional territory management, deal closing and market knowledge skills. Skilled multitasker with superior work ethic and good teamwork, problem-solving and organizational skills. Willing to take on any task to help team. Reliable and dedicated team player with hardworking and resourceful approach.

Hostess | Chuck’s Roadhouse Bar & Grill

Pickering, ON, Canada – January 2024 – February 2024

Job Description:

Welcoming guests to the venue
Greet Guests

Increased client base by identifying new business opportunities and implementing strategic sales approaches.

Developed strong relationships with key clients for improved customer satisfaction and long-term partnerships.

Enhanced company's market presence by attending networking events, trade shows, and conferences.

Conducted extensive market research to identify potential leads and develop targeted marketing strategies.

Provided regular reports on market trends and competitor activities.

Collaborated with cross-functional teams for the successful completion of complex projects within set deadlines.

Streamlined internal processes to increase efficiency and productivity within the business development team.

Managed a portfolio of key accounts, ensuring consistent communication and prompt resolution of any issues or concerns that arose.

Evaluated competitor offerings to identify gaps in the market and capitalize on opportunities for growth.

Consistently exceeded sales targets through effective pipeline management and diligent follow-ups with prospects.

Worked with existing customers to increase purchases of products and services.

Created and maintained database containing information on business proposals and contacts.

Pitched ideas for business development to executive team and gave in-depth presentations to clients using effective public speaking skills.

Created reports and presentations detailing business development activities.

SKILLS:

Deal Negotiations
Prospect Targeting
Performance Metrics
Analytics
Key Decision Making
Research
Networking Strength
Market Understanding

Customer Relationships
Marketing
Training and Mentoring
Time Management

LANGUAGE: English, Gujarati, Hindi

EXPLORING, READING, PAINTING, BAKING

Exploring: Passionate about discovering new places and cuisines to broaden cultural experiences.

Reading: Avid reader, constantly seeking knowledge to enhance skills and expand vocabulary.

Painting: Engages in painting for memory recollection and mental sharpness through conceptual visualization and implementation.

Baking: Enjoys baking as a stress-relieving and creative outlet, expressing passion and love through culinary creations.

AVAILABILITY:

Monday: After 12:30 pm

Tuesday: Full Day

Wednesday: After 5 pm

Thursday: After 2 pm

Friday: After 1 pm

Saturday: After 1 pm

Sunday: Full day

