

Charudatta Mahesh Thigale

Summary

A highly self motivated individual with 6+ years of experience in sales and business development. Result-oriented and highly motivated Business Development Manager with a wealth of experience in driving business growth. Proven track record in developing and maintaining strong relationships with clients, identifying new business opportunities, and leading successful cross-functional teams. Excellent strategic planning and presentation skills with a deep understanding of market dynamics. Seeking to leverage my expertise to drive sales and expand market reach.

Education

master of commerce / 2019 - , 2021

Suryadatta Institute of Management

Education Summary

Master of

- Conducted extensive research on topics such as financial markets, investment management, and corporate.
- Demonstrated strong leadership skills through active involvement in student organizations and organizing industry.

Bavdhan, Pune

Grade-A

Work Experience

Business Development Manager / May, 2019 - May, 2022

Quickinsure brokers private limited

Executed business development strategies to drive sales growth and increase market share. Conducted market research and analysis to identify target customers and industry trends. Established and maintained relationships with key clients and partners. Developed and implemented marketing campaigns to promote products and services. Collaborated with sales teams to ensure successful customer onboarding and retention.

Bavdhan, Pune

Deputy Manager / September, 2022 - July, 2023

HDFC bank limited

Assisted in the development and execution of business development plans to drive revenue growth. Conducted market analysis and identified potential business opportunities. Prepared and delivered sales proposals to prospective clients. Assisted in negotiating contracts and closing deals. Collaborated with cross-functional teams to ensure effective project execution and customer satisfaction.

Cross-sell of various banking products .

Service orientation for HNI customers

Mangalwar peth , Pune



Profile

charu.mt@gmail.com

9145299650

B-2, Shantakaram, tirupati nagar ,
warje jakat naka, Pune-411058

Skills

STRATEGIC PLANNING



BUSINESS DEVELOPMENT



RELATIONSHIP BUILDING



SALES AND NEGOTIATION



MARKET RESEARCH



TEAM LEADERSHIP



PRESENTATION SKILLS



COMMUNICATION



Languages

ENGLISH, MARATHI , HINDI

Personal Information

Birthday :	06/01/1997
Nationality :	Indian
Gender :	Male
Marital Status :	Single
Father Name :	Mahesh Thigale
Mother Name :	Chitragandha Thigale

Senior intellectual property rights executive / 2017 - , 2019

Corpaid consultancies private limited

Intellectual property rights consultant

Trade mark registration consultant for brands and logos

Camp,Pune

Senior Relationship Manager / July, 2023 - present,

Quickinsure brokers private limited

Handling 250+ certified insurance agents across India.

Guiding and training them regarding insurance and generating sales.

Bavdhan , pune

Training & Certifications

IRDA insurance certification / 2024

National Insurance Academy