

Hardik Kothari

03 Madhumalti Society Near Baliyadev Mandir next to Vejalpur Bus stand Vejalpur
Ahmedabad
7777994472 | jainhk12@gmail.com
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Objective

I seek challenging opportunities where I can fully use my skills for the success of the organization. To work in an environment which encourages me to succeed and grow professionally where I can utilize my skills and knowledge appropriately.

Experience

CRB Tech

2019 - 2022

Buisness Development Executive

I started my Journey in CRB Tech from a Business Development Executive Now I am Branch Manager

CRB Tech Solutions Pvt. Ltd. is one of the leading company deals into IT training & placements since 2001. CRB Tech Solution Pvt Ltd. provides a strong placement focus on the delivery of Permanent Recruitment, Mass Recruitment, Interim Management, Reference Checks, Employee Training and Induction programs for our clients. For aspiring candidates and work professionals on the lookout for better avenues, we are their dream partners.

ERP Sales According to Customer Customize

IT Software Sales

Generate Leads Through Portals

Cold calling

Product and Service Based Industry

As An Assistant Sales Executive to responsible maintain all the client to sell products and Giving a Good buisness to the company and give my best to solve their queries and build good relations with client.

Sharedpro Technologies Pvt Ltd

June 2021 - Dec 2021

Sr Alliance Manager

Hardik is Sr. Alliance Manager at Sharedpro. Sharedpro is helping companies avoid layoffs through its talent mobility platform by connecting companies to share underutilized talent. It is backed by Sanjay Mehta led 100X.VC and CIIE, IIM Ahmedabad.

Doing whatever it takes to empower SMBs and Startups around the globe.

Review client requirements, plan and coordinate delivery activities

Identify, onboard and build channel partners

Match skilled candidates aligning client requirements

Ensure legitimacy for newly partnered companies and candidates

Build and nurture community of existing partners end to end

Maintain required delivery documentations on daily basis

Develop process improvements to achieve high productivity

Skills

Having a Good knowledge about the portal like GURU, Freelancing, Super sourcing etc

Communication with Confidence

Advance Microsoft Excel
CCC
PowerPoint for making PPT

Personal Details
Date of Birth : 10/03/1997
Marital Status : Single
Nationality : Indian
Achievements & Awards
Target Achivement and Team leading Certificate along with trophy 🏆
Employee Of the Month

Interests
Surfing Through Internet , Learn New Things Every Day , Reading Books

Languages
Hindi
Gujarati
English

Education
Fieldview International Academy 2014 S S C 89.23% Fieldview International Academy 2016 H S C 67.23% B.A.O. University Pune 2020 B A A BAOU 2021 BPP Pass

Reference
Jinal - "TCS" PHP Developer

My Custom Section
Builds business by identifying and selling prospects; maintaining relationships with clients. Identifies business opportunities by identifying prospects. If I Selected for this Post I will Obey my duty with sincerity and Full Dedication Thank You