
Anish Mathur

19/578, Chopasani Housing Board, Jodhpur, Rajasthan – 342008

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Professional Summary:

Dynamic and purposeful Business Development Manager with over 22 years of experience in sales, marketing, and team leadership across diverse industries. Proven expertise in driving business growth, enhancing customer relationships, and managing large-scale projects in sectors such as energy, manufacturing, and industrial products.

Key Competencies:

- Business Development
 - Sales & Marketing Strategy
 - Team Leadership & Training
 - Customer Relationship Management
 - Project Management
 - Market Research & Analysis
 - Negotiation & Persuasion
 - Communication Skills
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Professional Experience:**BLP Energy Pvt. Ltd. (Jodhpur)**

Business Development Manager | Dec 2023 – Present

- Lead business development in the oil & energy sector, managing equipment rental and repair services.
- Build and maintain relationships with key clients, driving project acquisition and growth.

Jai Ambey Enterprises (Jodhpur)

Branch Manager | July 2020 – Nov 2023

- Managed factory-to-factory marketing for power tools, abrasives, and hardware.
- Expanded the customer base and maintained strong client relationships through regular follow-ups.

Sigma Minerals Ltd. (Jodhpur)

Senior Marketing Executive | Jun 2019 – Jul 2020

- Managed sales and marketing for hydrated lime and quicklime in Uttar Pradesh.
- Enhanced market penetration by identifying new opportunities and ensuring timely follow-ups.

Jai Ambey Enterprises (Jodhpur)

Branch Manager | July 2014 – May 2019

- Led sales and marketing for industrial products, maintaining and growing client relationships.
- Managed branch operations, ensuring high efficiency and customer satisfaction.

B.S.E.S. India Pvt. Ltd. (Udaipur)

Sales Executive | May 2009 – Jun 2014

- Marketed industrial water pumps across Marwar Rajasthan.
- Coordinated government projects and facilitated direct factory sales.

Remic Trading Co. (Ahmedabad)

Business Developer | Feb 2004 – May 2009

- Developed and marketed textile chemicals in Rajasthan, establishing key business relationships.
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Education & Qualifications:

Post Graduate Diploma in Business Management (PGDBM)

Institute of Rural Management (IIRM), Jaipur | 2003

Major: Finance | **Minor:** Marketing |

Bachelor of Commerce (B.Com)

JNV University, Jodhpur | 2001

Senior Secondary (12th Grade)

RBSE, Ajmer | 1998

Computer Skills:

- **Diploma in Computer Applications**
Intech Computer Education, Jodhpur | 2001
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Industrial Trainings:

Rajasthan Spinning & Weaving Mills Ltd. (Banswara)

Training Periods: May 2002 – Jun 2002 & May 2003 – Jul 2003

- Rotated across departments, including production, material, marketing, finance, and maintenance.

ALCOBEX Metals Ltd. (Jodhpur)

Training Period: Sept 2001

- Gained exposure to organizational structure, production, sales, marketing, and personnel management.
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Personal Information:

- **Date of Birth:** July 25, 1981
 - **Nationality:** Indian
 - **Marital Status:** Married
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