Rohan Peardon

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Results-driven professional with 15+ years of experience in business development, sales, strategic marketing, and project management. Demonstrated expertise in delivering high-impact international consultancy projects, leveraging data analytics, and driving organizational growth. Skilled in stakeholder management, team leadership, and designing training programs to enhance workforce capabilities.

Profile Summary

- Expertise in planning, executing, and delivering high-impact projects for international consultancy firms, ensuring alignment with organizational goals and client expectations.
- Proficient in leveraging data analytics to identify market trends, drive strategic business development, and achieve sustained revenue growth.
- Proven ability to lead cross-functional teams, manage stakeholder relationships, and deliver exceptional results in dynamic and challenging environments.
- Client-focused professional with demonstrated expertise in resolving client issues, maintaining quality standards, and enhancing customer satisfaction while adhering to SLAs and operational processes.
- Skilled in driving business growth, reviving underperforming brands, and implementing end-to-end strategies for business development and profitability.
- Experienced in identifying and establishing strategic alliances with business partners to achieve deeper market penetration and long-term profitability.
- Effective leader with a track record of motivating and managing teams of 9+ professionals, fostering a high-performance culture through effective decision-making and conflict resolution.
- Designed and delivered corporate training modules to enhance employee skills, improving overall organizational efficiency and capability.

Core Competencies

- Project Management
- Team Leadership
- Strategic Planning
- Training and Development
- Client / Stakeholder Management
- Sales & Business Development
- Data Analysis and Reporting
- Communication and Interpersonal Skills

Technical IT Skills

- Data Analysis
- ChatGPT
- Database Management
- Data Visualization
- MS Office
- Canva

💼 Work Experience

Avconexpo Pvt. Ltd. | Project Manager   Aug 2023 – Present

- Spearhead the planning and execution of consultancy projects, ensuring alignment with organizational objectives.
- Manage cross-functional teams to deliver impactful results, achieving 15% revenue growth.
- Conduct market research and identify trends to support strategic decision-making.

I.P.S.R. | Training & Placement Officer   May 2021 – July 2023

- Designed and delivered comprehensive training modules to enhance corporate employability skills.
- Established strategic collaborations with industry leaders to improve placement outcomes.
- Facilitated career development programs, achieving a 90% placement rate for trainees.

Cipla Ltd. | Regional Scientific Manager (2nd Line Manager)   May 2008 – April 2021

- Led a team of 9 managers to achieve sales targets and ensure compliance with operational quality standards.
- Developed and executed strategies for market expansion and customer retention, increasing revenue by 20%.
- Built strong client relationships through effective communication and issue resolution.

Tushar Healthcare | Production Supervisor   September 2007 – April 2008

- Supervised production processes to ensure quality and efficiency.
- Implemented process improvements, reducing production errors by 10%.

🎓 Education

- IBM Data Science Professional Courses
- MBA from PTU, Jalandhar in 2011
- B.Tech. (Biotechnology) from AAI-DU, Allahabad in 2007

📇 Personal Details

- **Languages Known:** English and Hindi
- **City**: Lucknow, U.P
- **LinkedIn**: www.linkedin.com/in/rohan-peardon-56822a159