

Assisting the operations consultant to complete the project tasks on time.

Meeting with the required stakeholders and obtaining the necessary information.

Identifying the gap in the ongoing process and implementing the best alternative solution.

Implement the operation methodology (like 5S, Six Sigma and Lean) and achieve operational excellence.

Create, update and implement documentation, SOPs, process flow, mapping, and skills matrix.

Identify the required report structure in the organization and create the report format and implement it on the shop floor.

Collect and analyze the required data and prepare the report.

Guide the junior team to complete project work on time.

Conducting the audit of the implemented system and providing a review to senior operation consultant.

Communicating with clients as needed.

Experience

4-5 years of experience in Production - Manufacturing / Operations / Process / Consulting

Education

Diploma / BE / B Tech /MBA / Any Bachelor Degree

Skill Set

Knowledge of Production/ Manufacturing/ Operations / Processes and Systems Development is a must.

Problem-Solving

Excellent Communication Skills

Excellent in MS Office Functions  
Willing to travel to the client's place within  
a defined area

Create a JD for the Deputy operation consultant

Sure! Based on the details you provided, here's a professional and polished **Job Description (JD)** for a **Deputy Operations Consultant** role:

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**Job Title:** Deputy Operations Consultant

**Location:** [Insert Location]

**Travel:** Willingness to travel to client sites within the defined area

**Job Summary:**

The Deputy Operations Consultant will assist the Operations Consultant in delivering operational excellence across manufacturing and production processes. The role involves analyzing current processes, identifying gaps, implementing best practices, and ensuring smooth execution of projects. The ideal candidate will have strong problem-solving skills, excellent communication abilities, and experience in operations, manufacturing, or consulting.

**Key Responsibilities:**

- Assist the Operations Consultant in completing project tasks on time.
- Meet with stakeholders to gather and analyze the necessary information for project execution.
- Identify gaps in ongoing processes and implement optimal solutions to improve efficiency.
- Implement operational methodologies such as 5S, Lean, and Six Sigma to achieve operational excellence.
- Create, update, and implement documentation, including SOPs, process flows, process mapping, and skills matrices.
- Identify reporting requirements, create report formats, and implement them on the shop floor.
- Collect and analyze operational data to prepare actionable reports.
- Guide and mentor junior team members to ensure timely completion of project work.

- Conduct audits of implemented systems and provide reviews to senior operations consultants.
- Communicate effectively with clients as required.

#### **Experience & Qualifications:**

- 4-5 years of experience in Production, Manufacturing, Operations, Process Improvement, or Consulting.
- Diploma / BE / B.Tech / MBA / Any Bachelor's degree.

#### **Skills & Competencies:**

- Strong knowledge of production, manufacturing, operations, and process systems development.
- Excellent problem-solving and analytical skills.
- Proficient in MS Office applications.
- Strong communication and interpersonal skills.
- Ability to work independently and in a team environment.
- Willingness to travel to client locations as required.

#### **Key Attributes:**

- Detail-oriented and organized.
- Process-driven mindset with a focus on continuous improvement.
- Leadership potential with ability to mentor junior team members.

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If you want, I can also **create a shorter, punchy version** of this JD that can be used for job portals or LinkedIn, which highlights only the essentials and attracts candidates faster.

Do you want me to do that?



I am Looking for teh accounate find athe Key wors to  
sreach in anukri portal

Got it! You want the **right keywords** to use on job portals like Naukri so that you find candidates for **Deputy Operations Consultant** or similar roles. Let's break it down carefully based on your JD.

Here are **high-value keywords** you should use:

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## Job Role / Designation Keywords

- Deputy Operations Consultant
- Operations Consultant
- Operations Executive
- Production Consultant
- Process Consultant
- Manufacturing Consultant
- Process Improvement Consultant
- Lean Consultant / Lean Manufacturing
- Six Sigma Consultant

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## Experience / Function Keywords

- Operations Management
- Production Management
- Process Improvement
- Process Optimization
- Manufacturing Operations
- Manufacturing Processes
- Operational Excellence

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## Methodology / Tools Keywords

- Lean
- Six Sigma
- 5S
- Kaizen
- SOP Development
- Process Mapping
- Skills Matrix
- Workflow Optimization

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## Skills / Competency Keywords

- Data Analysis
- Reporting & Analytics
- MS Office (Excel, Word, PowerPoint)
- Problem Solving
- Stakeholder Management
- Auditing Processes
- Team Management / Mentoring

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## Education / Qualification Keywords

- BE / B.Tech / Diploma
- MBA (Operations / Production / Management)
- Bachelor's Degree

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## Optional Location / Travel Keywords

- Willing to travel
- Client Site Operations

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### Search Tip for Naukri Portal:

Combine keywords smartly. For example:

```
("Operations Consultant" OR "Deputy Operations Consultant" OR "Process Consultant") AND ("Lean" OR "Six Sigma" OR "5S") AND ("Production" OR "Manufacturing")
```

This will filter candidates who have relevant roles, methodologies, and industry experience.

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If you want, I can **create a ready-to-copy Naukri search string** with AND/OR logic that will give you **the most relevant profiles immediately**.

Do you want me to do that?



i am asking for the accountant

Ah! Got it — you're looking for keywords to **search for an accountant**, not an operations consultant. Let's focus on that carefully.

Here are the **best keywords to use on Naukri for accountants**:

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### Job Role / Designation Keywords

- Accountant
- Accounts Executive
- Accounts Officer
- Accounts Assistant
- Senior Accountant
- Junior Accountant
- Finance Executive
- Accounts Payable / Accounts Receivable
- Cost Accountant

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### Experience / Function Keywords

- Accounting
- Bookkeeping
- Financial Reporting
- GST / Tax Compliance
- Payroll Processing
- Budgeting & Forecasting
- Auditing (Internal / Statutory)
- Financial Analysis
- Reconciliation (Bank / Ledger)

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### Tools / Software Keywords

- Tally



- SAP FICO
- QuickBooks
- MS Excel
- ERP Systems
- Zoho Books
- Oracle Financials

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## Skills / Competency Keywords

- Accounts Reconciliation
- Ledger Management
- Tax Filing
- Invoice Processing
- Payment Processing
- Financial Statements Preparation
- Regulatory Compliance

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## Education / Qualification Keywords

- B.Com / M.Com
- CA (Chartered Accountant)
- CMA (Cost Management Accountant)
- MBA Finance
- Diploma in Accounting

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### Search Tip for Naukri:

Combine keywords to get accurate results. Example:

( "Accountant" OR "Accounts Executive" OR "Accounts Officer" ) AND ( Tally OR SAP OR "MS Excel" ) AND ( "GST" OR "Financial Reporting" )

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If you want, I can **make a ready-to-use Naukri search string** for accountants so you can copy-paste it and get the most relevant profiles instantly.

Do you want me to make that for you?





Job Title: Junior Accountant Location: Rajhans Montessa, Near Dumas Road, Surat Experience: 3+ years Job Description: We are looking for a Junior Accountant with 3+ years of experience to manage our accounting and administrative processes efficiently. The ideal candidate should be detail-oriented, responsible, and capable of handling multiple tasks with accountability. Key Responsibilities:

- Manage day-to-day accounting using Tally software
- Handle GST, TDS, and banking transactions accurately
- Perform data entry and financial record maintenance
- Support the Purchasing Department with invoices and purchases
- Assist in credit booking processes and other administrative tasks
- Ensure accuracy, timeliness, and accountability in all assigned tasks

Skills and Qualifications:

- Minimum 3 years of accounting experience
- Strong knowledge of Tally ERP software
- Basic understanding of GST, TDS, and banking operations
- Good data entry skills and attention to detail
- Ability to handle multiple tasks and administrative support work

Key Attributes:

- Accountability and reliability
- Organized and self-motivated
- Good communication and teamwork skills

How to Apply:

Interested candidates can send their resume to [Radhika.sanghani@stratfix.com](mailto:Radhika.sanghani@stratfix.com)

Here's a **polished and recruiter-friendly version** of your job posting for **Junior Accountant** that you can use on Naukri, LinkedIn, or email:

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**Job Title:** Junior Accountant

**Location:** Rajhans Montessa, Near Dumas Road, Surat

**Experience:** 3+ years

**Job Description:**

We are seeking a detail-oriented and responsible **Junior Accountant** with 3+ years of experience to manage accounting and administrative processes efficiently. The ideal candidate should be capable of handling multiple tasks with accountability and accuracy.

## Key Responsibilities:

- Manage day-to-day accounting using **Tally ERP software**.
- Handle **GST, TDS, and banking transactions** accurately.
- Perform **data entry** and maintain financial records.
- Support the **Purchasing Department** with invoices and purchase-related processes.
- Assist with **ticket bookings** and other administrative tasks as required.
- Ensure **accuracy, timeliness, and accountability** in all assigned tasks.

## Skills and Qualifications:

- Minimum 3 years of accounting experience.
- Strong knowledge of **Tally ERP software**.
- Basic understanding of **GST, TDS, and banking operations**.
- Good **data entry skills** with high attention to detail.
- Ability to handle multiple tasks and provide administrative support.

## Key Attributes:

- **Accountable and reliable.**
- **Organized and self-motivated.**
- **Good communication and teamwork skills.**

## How to Apply:

Interested candidates can send their resume to [Radhika.sanghani@stratefix.com](mailto:Radhika.sanghani@stratefix.com) ↗

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### Tip for Naukri Posting:

To attract the most relevant candidates, add **keywords** in the job description like:

Junior Accountant, Accounts Executive, Tally ERP, GST, TDS, Banking, Financial Records, Data Entry

This helps your posting appear in **relevant search results**.

If you want, I can also **create a ready-to-use Naukri search string to find resumes of Junior Accountants near Surat** with 3+ years of experience.

Do you want me to do that?



Need Junior or Executive level Accountant having good knowledge of Tally Software. Also having all basics knowledge of GST, TDS, Banking, can do good data entry. Also additional works need to take care of like Purchasing department, Ticket Booking process , Admin related work. Need to be work with proper accountability. Budget we can give upto 22000 to 25000 initially.

also add this point in jd

Perfect! I can rewrite your **Junior Accountant JD** including all the points you just mentioned, plus the salary range. Here's a polished version ready to post:

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**Job Title:** Junior Accountant / Accounts Executive

**Location:** Rajhans Montessa, Near Dumas Road, Surat

**Experience:** 3+ years

**Salary:** ₹22,000 – ₹25,000 per month

#### **Job Description:**

We are looking for a **Junior Accountant / Accounts Executive** with strong knowledge of **Tally ERP software** and basics of **GST, TDS, and banking operations**. The candidate should be detail-oriented, responsible, and able to handle multiple tasks with accountability. Apart from accounting, the candidate will also support administrative tasks, the purchasing department, and ticket booking processes.

#### **Key Responsibilities:**

- Manage **day-to-day accounting** using Tally ERP software.
- Handle **GST, TDS, and banking transactions** accurately.
- Perform **data entry** and maintain financial records.
- Support the **Purchasing Department** with invoices and purchase-related tasks.
- Assist with **ticket bookings** and other **administrative work**.
- Ensure **accuracy, timeliness, and accountability** in all assigned tasks.
- Take ownership of **additional tasks** as required by the team.

#### **Skills and Qualifications:**

- Minimum 3 years of accounting experience.
- Strong knowledge of **Tally ERP software**.
- Basic understanding of **GST, TDS, and banking operations**.
- Good **data entry skills** with attention to detail.
- Ability to manage **multiple tasks** efficiently and provide administrative support.

#### **Key Attributes:**

- **Accountable and reliable.**
- **Organized and self-motivated.**
- **Good communication and teamwork skills.**

**Salary:** ₹22,000 – ₹25,000 per month (initially)

#### **How to Apply:**

Interested candidates can send their resume to [Radhika.sanghani@stratefix.com](mailto:Radhika.sanghani@stratefix.com) ↗

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If you want, I can also **create a short, punchy version optimized for Naukri/LinkedIn**, highlighting the key points so candidates read it quickly and apply faster.

Do you want me to do that too?



Deputy Sales Manager but he is working for the Business  
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Got it! You want a **Job Description (JD)** for a **Deputy Sales Manager** at Stratefix, but the candidate's role is focused on **business consultancy-related sales**. Here's a professional JD tailored for **4–6 years of experience**:

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**Job Title:** Deputy Sales Manager – Business Consulting

**Location:** [Insert Location]

**Experience:** 4–6 years

**Company:** Stratefix



## Job Summary:

Stratefix is seeking a **Deputy Sales Manager** with 4–6 years of experience in **business consulting sales** or related B2B services. The ideal candidate will drive business growth, manage client relationships, and support the senior sales leadership in achieving revenue targets. This role requires a strong understanding of consulting services, excellent communication skills, and a strategic approach to sales.

## Key Responsibilities:

- Assist the Sales Manager in developing and executing **sales strategies** for consulting services.
- Identify, engage, and nurture potential clients in alignment with Stratefix's business objectives.
- Build and maintain strong relationships with key stakeholders and decision-makers.
- Prepare and deliver **business proposals, presentations, and quotations** to clients.
- Collaborate with the consulting team to **understand client needs** and offer tailored solutions.
- Track sales pipelines, follow up on leads, and ensure timely closure of deals.
- Provide insights and feedback to senior management on market trends, opportunities, and competitor activity.
- Support in achieving **revenue and business development targets**.
- Mentor and guide junior sales staff when required.

## Skills and Qualifications:

- 4–6 years of experience in **sales of business consulting, professional services, or B2B solutions**.
- Proven track record of meeting or exceeding **sales targets**.
- Excellent **communication, negotiation, and presentation skills**.
- Strong understanding of **consulting services, business processes, and client needs**.
- Ability to work independently and collaboratively in a **fast-paced environment**.
- Proficiency in **MS Office, CRM tools, and sales reporting**.

## Key Attributes:

- Strategic thinker with a **business development mindset**.
- **Results-driven and accountable** for achieving targets.
- Strong **interpersonal and relationship management skills**.
- Self-motivated, organized, and able to manage multiple client engagements.

## How to Apply:

Interested candidates can send their resume to **[Insert HR Email]**.

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If you want, I can also **create a Naukri-optimized version** of this JD with **keywords like B2B Sales, Business Consulting, Revenue Growth, Client Acquisition** so that it attracts the most relevant profiles quickly.

Do you want me to do that next?



Deputy Sales Manager Job Title: Deputy Sales Manager  
Experience: 4–6 years Company: Stratefix Professional Pvt Ltd  
Job Summary: Stratefix is seeking a Deputy Sales Manager with 4–6 years of experience in business consulting sales or related B2B services. The ideal candidate will drive business growth, manage client relationships, and support the senior sales leadership in achieving revenue targets. This role requires a strong understanding of consulting services, excellent communication skills, and a strategic approach to sales. Key Responsibilities:

- Assist the Sales Manager in developing and executing sales strategies for consulting services.
- Identify, engage, and nurture potential clients in alignment with Stratefix's business objectives.
- Build and maintain strong relationships with key stakeholders and decision-makers.
- Prepare and deliver business proposals, presentations, and quotations to clients.
- Collaborate with the consulting team to understand client needs and offer tailored solutions.
- Track sales pipelines, follow up on leads, and ensure timely closure of deals.
- Provide insights and feedback to senior management on market trends, opportunities, and competitor activity.
- Support in achieving revenue and business development targets.
- Mentor and guide junior sales staff when required.

Skills and Qualifications:

- 4–6 years of experience in sales of business consulting, professional services, or B2B solutions.
- Proven track record of meeting or exceeding sales targets.
- Excellent communication, negotiation, and presentation skills.
- Strong understanding of consulting services, business processes, and client needs.
- Ability to work independently and collaboratively in a fast-paced

environment. □ Proficiency in MS Office, CRM tools, and sales reporting. Key Attributes: □ Strategic thinker with a business development mindset. □ Results-driven and accountable for achieving targets. □ Strong interpersonal and relationship management skills. □ Self-motivated, organized, and able to manage multiple client engagements. How to Apply: Interested candidates can send their resume to [Radhika.sanghani@stratefix.com].

Here's a polished and ready-to-post version of your JD for **Deputy Sales Manager – Business Consulting** at Stratefix. I've formatted it neatly, fixed typos, and made it more recruiter/candidate-friendly:

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**Job Title:** Deputy Sales Manager

**Company:** Stratefix Professional Pvt Ltd

**Experience:** 4–6 years

**Location:** [Insert Location]

**Job Summary:**

Stratefix is seeking a **Deputy Sales Manager** with 4–6 years of experience in **business consulting sales** or related **B2B services**. The ideal candidate will drive business growth, manage client relationships, and support senior sales leadership in achieving revenue targets. This role requires a strong understanding of consulting services, excellent communication skills, and a strategic approach to sales.

**Key Responsibilities:**

- Assist the Sales Manager in developing and executing **sales strategies** for consulting services.
- Identify, engage, and nurture **potential clients** in alignment with Stratefix's business objectives.
- Build and maintain strong **relationships with key stakeholders** and decision-makers.
- Prepare and deliver **business proposals, presentations, and quotations** to clients.
- Collaborate with the consulting team to understand client needs and offer **tailored solutions**.
- Track **sales pipelines**, follow up on leads, and ensure **timely closure of deals**.

- Provide **insights and feedback** to senior management on market trends, opportunities, and competitor activity.
- Support in achieving **revenue and business development targets**.
- Mentor and guide **junior sales staff** when required.

#### **Skills and Qualifications:**

- 4–6 years of experience in sales of **business consulting, professional services, or B2B solutions**.
- Proven track record of **meeting or exceeding sales targets**.
- Excellent **communication, negotiation, and presentation skills**.
- Strong understanding of **consulting services, business processes, and client needs**.
- Ability to work **independently and collaboratively** in a fast-paced environment.
- Proficiency in **MS Office, CRM tools, and sales reporting**.

#### **Key Attributes:**

- Strategic thinker with a **business development mindset**.
- **Results-driven** and accountable for achieving targets.
- Strong **interpersonal and relationship management skills**.
- **Self-motivated, organized**, and able to manage multiple client engagements.

#### **How to Apply:**

Interested candidates can send their resume to [Radhika.sanghani@stratefix.com](mailto:Radhika.sanghani@stratefix.com) ↗

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If you want, I can also **create a short, Naukri/LinkedIn-optimized version** of this JD with keywords like **Business Consulting, B2B Sales, Client Acquisition, Revenue Growth**, so it attracts the **most relevant candidates faster**.

Do you want me to do that?



Based o STraterfix want to know abiut the MANAV

I'm not sure what you mean by "**MANAV**" in this context.

Are you asking one of the following?



1. Who is Manav (a person) related to Stratefix (e.g., employee, founder, consultant)?
2. What “MANAV” stands for (if it’s an acronym or program)?
3. A profile or details about a specific Manav connected to your company?
4. Something else entirely (a project, tool, software, client, etc.)?

Please clarify what you want to know about MANAV, and I'll help you with the right information.



Startefix

Here's a clear overview of **Stratefix / Stratefix Professional Pvt Ltd** based on reliable company and industry sources:

### 📌 About Stratefix

Stratefix is a **business and management consulting firm** that works with companies to **develop and implement practical growth strategies** rather than just advise on them. It focuses on both strategic planning and execution to help clients improve their operations, sales, HR, and overall business performance. [STRATEFIX ... +1](#)

### 📌 What Stratefix Does

Stratefix helps businesses—especially **SMEs (small and medium enterprises)**—with a range of services, including:

- **Consulting + execution support**, not just strategy advice. [STRATEFIX PROF...](#)
- **Business growth and sales strategy development** and implementation. [MediaNews4U](#)
- **Operations optimization** and process improvement. [Media Bulletins](#)
- **Market research and data analysis.** [STRATEFIX PROF...](#)
- **HR transformation and performance management.** [CXOToday.c...](#)

Stratefix partners with companies across industries like manufacturing, FMCG, retail, and services to strengthen systems and help businesses scale successfully. [STRATEFIX PROF...](#)

### 📌 Company Background

- Stratefix was **established on 14 April 2017** with a vision to support SMEs by bridging the gap between strategy and execution. [STRATEFIX PROF...](#)
- The company uses tools like actionable diagnostic frameworks and tailored solutions to deliver measurable results for clients. [STRATEFIX PROF...](#)

## 📌 Stratefix Professional Pvt Ltd (Corporate Info)

- Stratefix Professional Private Limited is the **registered legal entity** in Gujarat, India, incorporated on **11 May 2022**. rdatalink
- It operates under Corporate Identification Number **U74140GJ2022PTC131903**.

IndiaFilings

- **Directors:** Mukul Manohar Goyal and Chirag Mangalbhai Patel are listed as directors of the company. rdatalink
- The company's registered office is in **Surat (Rajhans Montessa, Near Dumas Road)**.

Vakilsearch

## 📌 Leadership & Operations

- While the official MCA filings list the company directors, public sources also mention senior leadership like **Chirag Patel** as a co-founder or partner involved in strategic engagements. STRATEFIX PROF...
- The firm has worked with clients on **structured sales system design**, performance dashboards, and workforce strategy implementation. MediaNews4U

## 📌 Company Mission & Vision

- **Mission:** Empower Indian SMEs to grow sustainably by implementing strategies that strengthen their capabilities. STRATEFIX PROF...
- **Vision:** Become India's No. 1 SME consulting organization. STRATEFIX PROF...

## 📌 Reputation & Presence

- Stratefix is recognized for being more hands-on than typical consulting firms—they not only advise but also **help implement systems** in client organizations. STRATEFIX PROF...
- Community mentions and local feedback illustrate that Stratefix has a presence in cities like Surat and Ahmedabad and is considered a reputable consulting partner.

Reddit

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If you want, I can also **summarize Stratefix's services, key clients, and case studies** into a short brochure/slides format for presentations or sharing with new candidates/partners — just let me know!



Bas of the STasrtefix cerate the New is in MANAV want to know fill form and in detsials

I'm not completely sure what you mean by "MANAV" in your sentence:

*"Bas of the STasrtefix cerate the New is in MANAV want to know fill form and in detsials"*

It looks like you are asking about something related to **Stratefix** and "MANAV", maybe a **form to fill**, and you want **details**.

To help you correctly, I need one clarification:

### ❓ What exactly do you mean by MANAV?

Please choose which one applies:

1. "MANAV" is a **person** (e.g., an employee, consultant, or someone joining Stratefix)  
→ You want details about them or how to fill a form related to them?
2. "MANAV" is a **system or software** used at Stratefix  
→ You want to know how to log in, fill forms, or use it?
3. "MANAV" is a **training program or internal portal**  
→ You need instructions to register or fill information?
4. **Something else**  
→ Please describe in one short sentence.

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### 📌 Example Clarification

You could reply like:

- "MANAV is a new employee at Stratefix — I need the form details to onboard him."
- "MANAV is an internal HR portal — I need to know how to fill the form."
- "MANAV is a reporting system — show steps to fill the details."

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Reply back with which one matches your situation, and I'll provide the exact form details, steps, or documents you need. 😊



Here's clear, accurate information about the MANAV program as offered by **Stratefix Professional Pvt Ltd**:

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## **What is the MANAV™ Program (by Stratefix)?**

MANAV™ stands for Management Alignment for Nurturing Aspiration & Vision — a proprietary organizational transformation and alignment program developed by Stratefix. It is designed to help businesses align their **leadership intent, team goals, and organizational vision** so that strategy actually becomes execution and measurable results.

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## **Purpose of MANAV™**

The core idea behind MANAV™ is that most business challenges stem from gaps between **what leadership wants and what the team actually does**. The program aims to close this gap so that every action taken by employees moves the company toward its vision.

STRATEFIX PROF...

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## **Key Objectives of MANAV™**

- Align management vision and team aspirations
- Create ownership and accountability at all levels
- Build stronger internal collaboration across departments
- Develop future-ready leaders within the organization
- Turn strategy into measurable execution

STRATEFIX PROF...

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## **How MANAV™ Works — The Process**

MANAV™ isn't just a one-time workshop — it's a **structured journey** that typically includes:

STRATEFIX PROF...

### **1. Human Lab Assessment**

A diagnostic stage to understand leadership mindset, team dynamics, and gaps



between intent and execution.

STRATEFIX PROF...

## 2. Breakthrough Workshop

An immersive workshop where leaders and teams align on vision, goals, and cross-functional dependencies.

STRATEFIX PROF...

## 3. Action Alignment Matrix

Turning insights into clear, measurable action items with defined roles and ownership.

STRATEFIX PROF...

## 4. Sustained Nurturing

Continued mentoring, periodic reviews, and cultural reinforcement to ensure long-term alignment and habit building.

STRATEFIX PROF...

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## Who Should Engage with MANAV™

This program is ideal for:

- **Business owners & founders** who want their vision to be executed consistently
- **Senior leaders & managers** who need stronger team alignment
- **Teams struggling with accountability and execution gaps**
- **Growing companies that are moving beyond strategy to results**

STRATEFIX PROF...

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## Outcomes of MANAV™

Organizations that complete the MANAV™ journey typically see improvements in:

- ✓ Decision-making speed and clarity
- ✓ Cross-department collaboration
- ✓ Accountability and ownership mindset
- ✓ Leadership development from within
- ✓ Execution-driven culture

STRATEFIX PROF...

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## How Stratefix Delivers MANAV™



Stratefix combines its consulting experience with the MANAV™ framework in a **hands-on implementation model** — meaning it doesn't just advise, it *supports actual execution* and transformation inside client organizations. STRATEFIX PROF...

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## Where It's Used

MANAV™ is part of Stratefix's broader consulting solutions that also include:

- A.I.N.A™ Diagnosis
- Market Research
- Strategy & Implementation
- Data Analytics
- Strategy Audit
- DISHA 360™, SHRESTH, and more

STRATEFIX PROF...

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If you want, I can also help you **create the MANAV™ intake/registration form details** (fields, questions to ask, submission instructions) that your team can use internally or share with clients to enroll in the MANAV™ program. Just let me know!

## Sources

so as a Recuriter what kind of key word i sould be sugget to find a Candidate based on MANAV

Perfect! If you are a **recruiter looking for candidates for roles related to the MANAV™ program at Stratefix**, you need to focus on **keywords that match the skills, roles, and mindset MANAV™ requires**.

Since MANAV™ is a **business consulting, leadership alignment, and execution-focused program**, the right candidate profile will likely include people with **business consulting, operations, HR transformation, leadership development, or organizational change management** experience.

Here's a breakdown of **high-value keywords** to use on job portals like Naukri, LinkedIn, or Indeed:

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## 1. Job Role / Designation Keywords

- Business Consultant
- Management Consultant
- Organizational Development Consultant
- Leadership Development Specialist
- Operations Consultant
- Strategy Consultant
- Executive Coach
- Change Management Consultant

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## 2. Skill / Functional Keywords

- Organizational Alignment
- Leadership Development
- Strategic Execution
- Team Performance Management
- Business Process Optimization
- Accountability and Ownership Culture
- Stakeholder Management
- Project Implementation
- Gap Analysis

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## 3. Industry / Methodology Keywords

- Consulting Services
- B2B Consulting
- SME Consulting
- Process Improvement
- Performance Audit
- Business Transformation
- HR Transformation
- Executive Coaching

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## 4. Tools / Program Keywords (if relevant)



- KPI Dashboards
- Action Alignment Matrix
- Business Performance Metrics
- Leadership Workshops
- Employee Engagement Programs
- Organizational Diagnostics

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## 5. Soft Skill Keywords

- Strategic Thinking
- Communication & Presentation Skills
- Mentoring / Coaching
- Team Collaboration
- Results-Driven
- Problem Solving

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### Example Naukri/LinkedIn Search String

text

```
("Business Consultant" OR "Management Consultant" OR "Organizational Development  
AND ("Leadership Development" OR "Team Alignment" OR "Business Process Optimizati  
AND ("Strategy Execution" OR "Accountability Culture" OR "Stakeholder Management"
```

 Copy code

This will help you **target candidates who are capable of handling MANAV™-type programs** — people who can manage leadership alignment, team accountability, and execution-focused consulting.

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If you want, I can **create a ready-to-use Naukri search string** specifically tuned for **MANAV™ candidates near Surat or India-wide** with **4–6 years of consulting or leadership experience**, so you can start finding profiles immediately.

Do you want me to do that?



I am Looking for teh Wrok shop Triner give some key word

Got it! If you're looking for a **Workshop Trainer** (someone who can conduct workshops, training sessions, or facilitation programs like MANAV™), you want to focus on **training, facilitation, consulting, and leadership development keywords**.

Here's a set of **high-value keywords** for your search:

---

## 1. Job Role / Designation Keywords

- Workshop Trainer
- Corporate Trainer
- Learning & Development Trainer
- Leadership Trainer
- Soft Skills Trainer
- Management Trainer
- Executive Coach / Trainer
- Facilitation Expert
- Training & Development Specialist

---

## 2. Skills / Functional Keywords

- Training Facilitation
- Workshop Design & Delivery
- Leadership Development
- Team Building
- Communication Skills Training
- Performance Improvement
- Employee Engagement Programs
- Organizational Development
- Presentation & Public Speaking

---

## 3. Industry / Methodology Keywords



- Corporate Training
- Management Consulting
- Business Consulting
- Change Management Workshops
- Organizational Alignment
- HR & Leadership Development Programs
- Executive Development Programs

---

#### 4. Tools / Techniques Keywords

- Training Needs Analysis
- Action Learning Workshops
- Interactive Training Sessions
- Role Play / Simulations
- Learning Management Systems (LMS)
- Coaching & Mentoring

---

#### 5. Soft Skill / Attribute Keywords

- Strong Communication & Presentation Skills
- Facilitation & Coaching Skills
- Engagement & Motivation Skills
- Strategic Thinking
- Problem Solving
- Team Collaboration

---

#### Example Search String for Naukri / LinkedIn

text

```
("Workshop Trainer" OR "Corporate Trainer" OR "Leadership Trainer" OR "Management  
AND ("Training Facilitation" OR "Team Building" OR "Leadership Development" OR "S  
AND ("Corporate Training" OR "Organizational Development" OR "Employee Engagement
```

 Copy code

This will help you target trainers who can conduct workshops like MANAV™ or other corporate development programs.

---

If you want, I can **create a ready-to-use Naukri search string** specifically tuned for **Workshop Trainers with 3–6 years of experience**, so you can start finding profiles immediately.

Do you want me to do that?



Krishna kya aap bhi same time pe avabaile ho for the F2F interview ?

Here's a **polished and professional Hindi–English (Hinglish) version** of your sentence that you can use for interview communication:

**"Krishna, kya aap bhi F2F interview ke liye usi time par available honge?"**

If you want it to sound **more formal**, you can use:

**"Krishna, kya aap face-to-face interview ke liye usi time slot mein available rahenge?"**

And if you want a **very polite tone**:

**"Krishna, kya aap face-to-face interview ke liye usi samay available honge, please confirm."**

If you want, I can also rewrite it in **pure Hindi** or **fully professional English**.



in english

Here are a few **clear and professional English versions** you can use. Pick the tone you like:

**Simple & polite:**

*"Krishna, will you also be available at the same time for the face-to-face interview?"*

## More formal:

*"Krishna, will you be available at the same time slot for the face-to-face interview?"*

## Very polite / professional:

*"Krishna, please let me know if you will be available at the same time for the face-to-face interview."*

If you want it to sound **more casual** or **more formal**, tell me and I'll adjust it.



Associate project manager sales Consulatnt  
expeicnieng - 6 to 8 Yera

Senior Sales Consultant

Field Details

Company Name Stratefix Professional Pvt. Ltd.

Job Title Senior Sales Consultant

Location Office No. 1002, Rajhans Montessa, Surat Dumas  
Road, Besides Le Meridien

Hotel, Near Airport, Magdalla, Surat, Gujarat, 395007

Experience 8+ years in Management Consulting, Channel  
Sales, Corporate Sales, or  
B2B Sales (preferred)

Reports To Project Manager

About the Role As a Senior Sales Consultant, you will drive  
business growth for clients by  
understanding their challenges, designing strategies, and  
implementing

solutions. You will collaborate with client teams, monitor  
performance

metrics, and ensure client satisfaction while solving  
complex business  
problems.

Key Responsibilities - Understand client challenges in  
sales and business growth. - Design and implement  
business growth strategies at client locations. - Solve  
complex business problems to drive client success. -  
Manage client relationships and work closely with client

teams to achieve desired outcomes. - Drive projects to ensure client satisfaction and project success. - Learn client products and services, including sales terms, features, and policies. - Assist clients in setting sales targets and collaborate with marketing teams to develop strategies. - Monitor sales numbers, marketing metrics, and calculate business trends such as monthly sales rates. - Analyze market trends to provide actionable insights. - Willingness to travel to client sites as per business requirements

Requirements /

Qualifications - BBA / MBA / Any Bachelor's Degree

- Strong strategic planning and visionary capabilities.
- Strong knowledge of Sales Processes (mandatory)
- Problem Solving & Complex Thinking
- Team Handling & Leadership
- Research & Analytical Skills
- Excellent proficiency in MS Office (Word, PowerPoint, Excel, Access)

Skills & Competencies - Strategic & Analytical Thinking

- Strong Problem-Solving Skills
- Project Management & Team Leadership
- Business Process Reengineering
- Stakeholder Management & Client Engagement

Why Join Us / Benefits - Opportunity to lead and shape operational excellence strategies for a growing consulting organization

- Collaborative and high-performance work environment
- Exposure to diverse consulting roles and career development opportunities

How to Apply Email: [career@stratefix.com](mailto:career@stratefix.com)  
Mobile: 7435886720

This profile is requirements above senior

Understood 

You need a JD for a role senior to "Senior Sales Consultant", titled **Associate Project Manager – Sales Consultant**, with **6–8 years of experience**, aligned to **Stratefix Professional Pvt. Ltd.**

Below is a **clear, structured, and professional JD** you can directly use.

---

**Job Title: Associate Project Manager – Sales Consultant**

**Company:** Stratefix Professional Pvt. Ltd.

**Location:** Office No. 1002, Rajhans Montessa, Surat Dumas Road,

Besides Le Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat – 395007

**Experience:** 6–8 Years

**Reports To:** Project Manager / Senior Project Manager

---

## About the Role

The **Associate Project Manager – Sales Consultant** will play a critical role in driving **client business growth**, managing **sales consulting projects**, and supporting the Project Manager in execution excellence. This role involves handling client engagements, guiding sales strategy implementation, tracking performance metrics, and ensuring successful project delivery across multiple client locations.

---

## Key Responsibilities

### Client & Project Management

- Act as a key point of contact for assigned clients and manage ongoing consulting engagements.
- Support the Project Manager in planning, executing, and monitoring **sales consulting projects**.
- Ensure projects are delivered on time, within scope, and with high client satisfaction.

### Sales & Business Consulting

- Understand client challenges related to **sales growth, channel performance, and market expansion**.
- Design and implement **sales growth and business development strategies** at client locations.
- Support clients in defining **sales targets, KPIs, and execution plans**.
- Collaborate with client sales and marketing teams to align strategy and execution.

### Analysis & Performance Tracking

- Monitor **sales numbers, marketing metrics, and performance dashboards**.
- Analyze business trends such as monthly sales growth, conversion rates, and market performance.
- Provide **actionable insights and recommendations** based on data analysis.

## Leadership & Team Coordination

- Guide and mentor **Senior Sales Consultants** and junior team members.
- Coordinate between internal consulting teams and client stakeholders.
- Ensure best practices, frameworks, and Stratefix methodologies are followed.

## Market & Business Insights

- Conduct market and competitor analysis to identify opportunities and risks.
- Support leadership with insights on **industry trends and client business performance**.

## Travel

- Willingness to travel to **client sites** as per project requirements.

---

## Requirements / Qualifications

- BBA / MBA / Any Bachelor's Degree
- 6–8 years of experience in **Management Consulting, Corporate Sales, Channel Sales, or B2B Sales**
- Strong understanding of **Sales Processes** (mandatory)
- Experience in **client handling and project-based consulting work**

---

## Skills & Competencies

- Strategic & Analytical Thinking
- Strong Problem-Solving & Complex Thinking
- Project Management & Team Leadership
- Stakeholder Management & Client Engagement
- Business Process Reengineering
- Research & Market Analysis Skills
- Excellent proficiency in **MS Office (Excel, PowerPoint, Word)**

---

## Why Join Stratefix

- Opportunity to work on **high-impact consulting projects** with SME and growth-stage businesses
- Exposure to **end-to-end consulting execution**, not just strategy
- Collaborative, performance-driven work culture

- Strong career growth path toward **Project Manager / Senior Consulting Leadership roles**

---

## How to Apply

 Email: [career@stratefix.com](mailto:career@stratefix.com) ↗

 Mobile: 7435886720

---

If you want, I can also:

- Create a **Naukri-optimized version** of this JD
- Suggest **search keywords** to find candidates for this role
- Align this JD perfectly with **MANAV™ / Stratefix consulting frameworks**

Just tell me what you need next.



Not a Bulet point

Understood. Below is the **same JD rewritten in a professional paragraph format, without bullet points**, suitable for portals, internal documentation, or email sharing.

---

**Job Title:** Associate Project Manager – Sales Consultant

**Company:** Stratefix Professional Pvt. Ltd.

**Location:** Office No. 1002, Rajhans Montessa, Surat Dumas Road, Besides Le Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat – 395007

**Experience:** 6–8 Years

**Reports To:** Project Manager / Senior Project Manager

**About the Role:**

Stratefix Professional Pvt. Ltd. is looking for an Associate Project Manager – Sales Consultant with 6–8 years of experience in management consulting, B2B sales, corporate

sales, or channel sales. The role involves supporting the Project Manager in delivering sales consulting projects while independently managing client relationships and driving execution of business growth strategies. The candidate will work closely with client leadership teams to understand business challenges and translate strategic direction into measurable outcomes.

#### **Key Responsibilities:**

The Associate Project Manager – Sales Consultant will be responsible for understanding client challenges related to sales performance, business growth, and market expansion. The role includes designing and implementing sales and growth strategies at client locations, ensuring smooth execution of consulting projects, and maintaining high levels of client satisfaction. The candidate will manage client relationships, coordinate with internal consulting teams, and guide senior sales consultants and junior team members. The role also requires monitoring sales numbers, marketing metrics, and key performance indicators, analyzing business trends, and providing actionable insights to clients and internal stakeholders. The candidate will assist clients in setting sales targets, aligning sales and marketing efforts, and improving overall sales effectiveness. Willingness to travel to client sites as per project requirements is essential.

#### **Qualifications and Experience:**

The candidate should hold a BBA, MBA, or any bachelor's degree and have 6–8 years of relevant experience in management consulting, corporate sales, channel sales, or B2B sales. Strong knowledge of sales processes is mandatory, along with hands-on experience in client-facing consulting roles.

#### **Skills and Competencies:**

The ideal candidate should possess strong strategic and analytical thinking abilities, excellent problem-solving and complex thinking skills, and the ability to manage projects and lead teams effectively. Strong stakeholder management, client engagement capabilities, and research and analytical skills are required. Proficiency in MS Office tools such as Excel, PowerPoint, and Word is essential.

#### **Why Join Stratefix:**

Stratefix offers an opportunity to work on high-impact consulting projects, gain exposure to end-to-end strategy execution, and grow within a collaborative and performance-driven consulting environment with a clear career path toward senior project and leadership roles.



## How to Apply:

Interested candidates may send their resume to [career@stratefix.com](mailto:career@stratefix.com) or contact 7435886720.

---

If you want, I can also rewrite this in a **short executive summary version** or **Naukri-optimized format**.



In Bulet point

Sure thumb up

Below is the **clean, professional JD rewritten in clear bullet points**, suitable for **Naukri, LinkedIn, or internal hiring**.

---

## Job Title: Associate Project Manager – Sales Consultant

**Company:** Stratefix Professional Pvt. Ltd.

**Location:** Office No. 1002, Rajhans Montessa, Surat Dumas Road, Besides Le Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat – 395007

**Experience:** 6–8 Years

**Reports To:** Project Manager / Senior Project Manager

---

## About the Role

- Support and manage sales consulting projects for Stratefix clients
- Work closely with Project Managers and client leadership teams
- Drive execution of sales growth and business transformation initiatives

---

## Key Responsibilities

- Understand client challenges related to sales performance, growth, and market expansion
- Design and implement sales and business growth strategies at client locations

- Manage client relationships and ensure high levels of client satisfaction
- Support the Project Manager in planning, executing, and monitoring consulting projects
- Track sales pipelines, performance metrics, and project deliverables
- Analyze sales data, marketing metrics, and business trends to provide actionable insights
- Assist clients in setting sales targets and aligning sales and marketing strategies
- Guide and mentor Senior Sales Consultants and junior team members
- Coordinate with internal consulting teams to ensure effective execution
- Conduct market and competitor analysis to support strategic decisions
- Travel to client locations as per business and project requirements

---

## Qualifications & Experience

- BBA / MBA / Any Bachelor's Degree
- 6–8 years of experience in Management Consulting, Corporate Sales, Channel Sales, or B2B Sales
- Strong knowledge of Sales Processes (mandatory)
- Experience in client handling and consulting-based project work

---

## Skills & Competencies

- Strategic and analytical thinking
- Strong problem-solving and complex thinking abilities
- Project management and team leadership skills
- Stakeholder management and client engagement
- Business process improvement and execution focus
- Research and analytical skills
- Proficiency in MS Office (Excel, PowerPoint, Word)

---

## Why Join Stratefix

- Work on high-impact consulting and transformation projects
- Exposure to end-to-end strategy and execution consulting
- Collaborative and performance-driven work environment
- Clear career growth path toward senior consulting and project leadership roles

---

## How to Apply

✉ Email: [career@stratefix.com](mailto:career@stratefix.com) ↗

📞 Mobile: 7435886720

---

If you want, I can also **shorten this for job portals, add salary range, or optimize keywords for Naukri searches.**



Job Title: Associate Project Manager – Sales Consultant

Company: Stratefix Professional Pvt. Ltd.

Location: Office No. 1002, Rajhans Montessa, Surat Dumas Road,

Besides Le Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat – 395007

Experience: 7 to 9 Years

Reports To: Project Manager / Senior Project Manager

About the Role:

Stratefix Professional Pvt. Ltd. is looking for an Associate Project Manager – Sales Consultant with 7 to 9 years of experience in management consulting, B2B sales, corporate sales, or channel sales. The role involves supporting the Project Manager in delivering sales consulting projects while independently managing client relationships and driving execution of business growth strategies. The candidate will work closely with client leadership teams to understand business challenges and translate strategic direction into measurable outcomes.

Key Responsibilities

- Understand client challenges related to sales performance, growth, and market expansion
- Design and implement sales and business growth strategies at client locations
- Manage client relationships and ensure high levels of client satisfaction
- Support the Project Manager in planning, executing,

and monitoring consulting projects

- Track sales pipelines, performance metrics, and project deliverables
- Analyze sales data, marketing metrics, and business trends to provide actionable insights
- Assist clients in setting sales targets and aligning sales and marketing strategies
- Guide and mentor Senior Sales Consultants and junior team members
- Coordinate with internal consulting teams to ensure effective execution
- Conduct market and competitor analysis to support strategic decisions
- Travel to client locations as per business and project requirements

---

#### Qualifications & Experience

- BBA / MBA / Any Bachelor's Degree
- 6–8 years of experience in Management Consulting, Corporate Sales, Channel Sales, or B2B Sales
- Strong knowledge of Sales Processes (mandatory)
- Experience in client handling and consulting-based project work

---

#### Skills & Competencies

- Strategic and analytical thinking
- Strong problem-solving and complex thinking abilities
- Project management and team leadership skills
- Stakeholder management and client engagement
- Business process improvement and execution focus
- Research and analytical skills
- Proficiency in MS Office (Excel, PowerPoint, Word)

---

#### Why Join Stratefix

- Work on high-impact consulting and transformation projects
- Exposure to end-to-end strategy and execution consulting
- Collaborative and performance-driven work environment
- Clear career growth path toward senior consulting and project leadership roles

---

## How to Apply

 Email: [career@stratefix.com](mailto:career@stratefix.com)

 Mobile: 7435886720

Thanks for sharing the JD. I've cleaned it up, corrected inconsistencies, and polished the language while keeping everything in bullet-point format.

Key fix: Experience is now consistent (7–9 years everywhere).

---

## Job Title: Associate Project Manager – Sales Consultant

**Company:** Stratefix Professional Pvt. Ltd.

**Location:** Office No. 1002, Rajhans Montessa, Surat Dumas Road, Besides Le Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat – 395007

**Experience:** 7–9 Years

**Reports To:** Project Manager / Senior Project Manager

---

## About the Role

- Stratefix Professional Pvt. Ltd. is seeking an Associate Project Manager – Sales Consultant with 7–9 years of experience in management consulting, B2B sales, corporate sales, or channel sales
- The role involves supporting the Project Manager in delivering sales consulting projects while independently managing key client relationships
- The candidate will drive execution of business growth strategies and work closely with client leadership teams to convert strategy into measurable outcomes

---

## Key Responsibilities

- Understand client challenges related to sales performance, business growth, and market expansion
- Design and implement sales and business growth strategies at client locations
- Manage client relationships and ensure high levels of client satisfaction
- Support the Project Manager in planning, executing, and monitoring consulting projects
- Track sales pipelines, performance metrics, and project deliverables

- Analyze sales data, marketing metrics, and business trends to provide actionable insights
- Assist clients in setting sales targets and aligning sales and marketing strategies
- Guide and mentor Senior Sales Consultants and junior team members
- Coordinate with internal consulting teams to ensure effective execution
- Conduct market and competitor analysis to support strategic decision-making
- Travel to client locations as per business and project requirements

---

## Qualifications & Experience

- BBA / MBA / Any Bachelor's Degree
- 7–9 years of experience in Management Consulting, Corporate Sales, Channel Sales, or B2B Sales
- Strong knowledge of sales processes (mandatory)
- Proven experience in client handling and consulting-based project work

---

## Skills & Competencies

- Strategic and analytical thinking
- Strong problem-solving and complex thinking abilities
- Project management and team leadership skills
- Stakeholder management and client engagement
- Business process improvement with strong execution focus
- Research and analytical skills
- Proficiency in MS Office (Excel, PowerPoint, Word)

---

## Why Join Stratefix

- Opportunity to work on high-impact consulting and business transformation projects
- Exposure to end-to-end strategy formulation and execution consulting
- Collaborative, performance-driven consulting environment
- Clear career growth path toward senior consulting and project leadership roles

---

## How to Apply



 Email: [career@stratefix.com](mailto:carrer@stratefix.com)

 Mobile: 7435886720

---

If you want, I can also:

- Optimize this JD **specifically for Naukri keywords**
- Create a **short version** for job portals
- Align it **directly with MANAV™ & Stratefix consulting frameworks**

Just tell me what you need next.



Senior Operations Consultant

Field Details

Company Name Strate ix Professional Pvt. Ltd.

Job Title Senior Operations Consultant

Location Of ice No. 1002, Rajhans Montessa, Surat Dumas Road, Besides Le

Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat, 395007

Experience 7 - 9 years of experience in Production, Manufacturing,

Operations, Process, or Consulting

Reports To Project Manager Operations Consultant

About the Role We are seeking a skilled Operations

Consultant with 7 to 9 years of

experience in Production, Manufacturing, Operations,

Process, or

Consulting. The ideal candidate will support the Principal Operations

Consultant in delivering operational projects,

implementing process

improvements, and coordinating with clients and team members to

achieve project goals.

Key Responsibilities Identify client requirements and propose optimal solutions.

Analyze gaps in existing processes and implement effective

alternative solutions.

Develop and share monthly project plans with clients.  
Create and share monthly project review sheets with clients.  
Coordinate with top management and ground-level employees to ensure timely completion of project tasks.  
Implement operational methodologies such as 5S, Six Sigma, and Lean to achieve operational excellence.  
Create, update, and implement documentation, SOPs, process flows, and skills matrices.  
Identify required report structures, create report formats, and implement them on the shop floor.  
Understand software requirements (e.g., ERP/SAP/CRM), compare available options, and support timely implementation.  
Assist the Project Manager Operations Consultant in running projects successfully.  
Guide junior team members to ensure timely completion of project tasks.  
Requirements / Qualifications  
Diploma / BE / B.Tech / MBA / Any Bachelor's Degree  
Knowledge of production, manufacturing, operations, processes, and systems development is mandatory  
Strong problem-solving skills  
Excellent communication skills  
Proficiency in MS Office functions  
Willingness to travel to client sites within a defined area  
Skills & Competencies Analytical Thinking  
Problem-Solving  
Project Coordination  
Process Improvement  
Client Communication  
Team Guidance  
Why Join Us / Benefits Opportunity to work on diverse operational projects  
Support and learn from experienced Principal Consultants

Career growth and development in a dynamic consulting environment

How to Apply Email: [career@strate ix.com](mailto:career@strate ix.com)

Mobile: 7435886720

Senior Above profile this profile required designation  
assistance project manager operation consultant

Understood. You want a **senior role above Senior Operations Consultant**, with the **designation: Assistant Project Manager – Operations Consultant**, aligned to Stratefix standards.

Below is a **professionally structured JD in bullet points**, consistent with your previous formats and seniority level.

---

## **Job Title: Assistant Project Manager – Operations Consultant**

**Company:** Stratefix Professional Pvt. Ltd.

**Location:** Office No. 1002, Rajhans Montessa, Surat Dumas Road,  
Besides Le Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat – 395007

**Experience:** 9–12 Years

**Reports To:** Project Manager – Operations / Principal Operations Consultant

---

## **About the Role**

- Lead and manage end-to-end **operations consulting projects** across client organizations
- Act as a bridge between **Project Manager, Senior Operations Consultants, and client leadership**
- Drive operational excellence initiatives through structured execution and governance
- Ensure successful delivery of projects with measurable business outcomes

## **Key Responsibilities**



- Lead project planning, execution, monitoring, and closure for operations consulting engagements
- Identify client requirements and design optimal operational and process improvement solutions
- Analyze gaps in existing production, manufacturing, and operational processes and implement sustainable solutions
- Develop, track, and share **monthly project plans, milestones, and review dashboards** with clients
- Coordinate with **top management and shop-floor teams** to ensure smooth project execution
- Implement and scale operational methodologies such as **5S, Lean, Six Sigma, and Continuous Improvement frameworks**
- Create, review, and implement SOPs, process flows, skills matrices, and governance documents
- Define reporting structures, design report formats, and ensure implementation on the shop floor
- Evaluate software requirements such as **ERP, SAP, CRM**, compare solutions, and support implementation
- Review project progress, risks, and dependencies and take corrective actions proactively
- Guide, mentor, and review work of Senior Operations Consultants and junior team members
- Support the Project Manager in stakeholder management, client communication, and strategic decision-making
- Travel to client locations as per project requirements

---

## Qualifications & Experience

- Diploma / BE / B.Tech / MBA / Any Bachelor's Degree
- 9–12 years of experience in **Production, Manufacturing, Operations, Process Improvement, or Consulting**
- Strong hands-on knowledge of **operations systems, process design, and implementation**
- Experience managing multi-location or multi-stream operational projects

---

## Skills & Competencies

- Strong analytical and structured problem-solving skills
- Project planning, coordination, and execution expertise
- Leadership and team mentoring capabilities
- Stakeholder management and client communication skills
- Process improvement and operational excellence mindset
- Proficiency in **MS Office (Excel, PowerPoint, Word)**
- Ability to work independently and manage multiple projects

---

## Why Join Stratefix

- Opportunity to lead **high-impact operational transformation projects**
- Direct exposure to senior client leadership and strategic initiatives
- Learn and grow under experienced Project Managers and Principal Consultants
- Clear career progression toward **Project Manager – Operations / Principal Consultant roles**
- Dynamic and execution-focused consulting environment

---

## How to Apply

 Email: [career@stratefix.com](mailto:career@stratefix.com) ↗

 Mobile: 7435886720

---

If you want, I can also:

- Create a **career ladder mapping** (Senior Consultant → Assistant PM → PM)
- Optimize this JD for **Naukri keyword searches**
- Align this role with **Lean / Six Sigma / MANAV™ frameworks**

Just tell me what you want next.



experience in 10 to 12 Years

Got it 



Here is the **corrected and final JD with experience updated to 10–12 years**, keeping

everything else aligned and professional.

---

## **Job Title: Assistant Project Manager – Operations Consultant**

**Company:** Stratefix Professional Pvt. Ltd.

**Location:** Office No. 1002, Rajhans Montessa, Surat Dumas Road,

Besides Le Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat – 395007

**Experience:** 10–12 Years

**Reports To:** Project Manager – Operations / Principal Operations Consultant

---

### **About the Role**

- Lead and manage end-to-end **operations consulting projects** across client organizations
- Act as a key link between the **Project Manager, operations consulting team, and client leadership**
- Drive operational excellence initiatives through structured planning and execution
- Ensure timely project delivery with measurable operational and business outcomes

---

### **Key Responsibilities**

- Plan, execute, monitor, and close operations consulting projects
- Identify client requirements and design optimal operational and process improvement solutions
- Analyze gaps in production, manufacturing, and operational processes and implement sustainable solutions
- Develop, track, and share monthly project plans, milestones, and review dashboards with clients
- Coordinate with top management and shop-floor teams to ensure effective project execution
- Implement operational methodologies such as **5S, Lean, Six Sigma, and Continuous Improvement frameworks**
- Create, review, and implement SOPs, process flows, skills matrices, and operational documentation
- Define reporting structures, design report formats, and ensure implementation on the shop floor

- Evaluate software requirements including **ERP, SAP and CRM systems**, and support implementation
- Monitor project risks, dependencies, and performance metrics and take corrective actions
- Guide, mentor, and review the work of Senior Operations Consultants and junior team members
- Support the Project Manager in client communication, stakeholder management, and decision-making
- Travel to client locations as per project requirements

---

## Qualifications & Experience

- Diploma / BE / B.Tech / MBA / Any Bachelor's Degree
- **10–12 years** of experience in Production, Manufacturing, Operations, Process Improvement, or Consulting
- Strong hands-on knowledge of operations systems, process design, and execution
- Proven experience in managing complex or multi-site operational projects

---

## Skills & Competencies

- Strong analytical and structured problem-solving skills
- Project management and execution expertise
- Leadership, mentoring, and team management skills
- Stakeholder management and client communication
- Process improvement and operational excellence mindset
- Proficiency in **MS Office (Excel, PowerPoint, Word)**
- Ability to manage multiple projects independently

---

## Why Join Stratefix

- Opportunity to lead large-scale **operational transformation projects**
- Direct exposure to senior client leadership and strategic initiatives
- Career progression toward **Project Manager – Operations / Principal Consultant roles**
- Collaborative, execution-focused consulting environment

## How to Apply

 Email: [career@stratefix.com](mailto:career@stratefix.com) ↗

 Mobile: 7435886720

---

If you want, I can also:

- Align this JD with **Lean Six Sigma certification levels**
- Create a **Naukri resume search keyword list**
- Prepare a **career progression framework** for operations consulting roles at Stratefix

Just tell me 



Deputy Operation Consultant 4 to 6 Year fo expneieng

Here is a **clear, professional Job Description** for **Deputy Operations Consultant** with **4–6 years of experience**, aligned with Stratefix standards and written in **bullet points** for easy posting on Naukri or LinkedIn.

---

### Job Title: Deputy Operations Consultant

**Company:** Stratefix Professional Pvt. Ltd.

**Location:** Office No. 1002, Rajhans Montessa, Surat Dumas Road,  
Besides Le Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat – 395007

**Experience:** 4–6 Years

**Reports To:** Senior Operations Consultant / Project Manager – Operations

---

### About the Role

- Support operations consulting projects across manufacturing and service organizations
- Work closely with Senior Operations Consultants and Project Managers to deliver client outcomes
- Focus on execution, process improvement, and operational excellence initiatives

---

## Key Responsibilities

- Assist in identifying client requirements and understanding operational challenges
- Analyze gaps in existing production, manufacturing, and operational processes
- Support implementation of process improvements and best-practice solutions
- Implement operational methodologies such as **5S, Lean, Six Sigma, and Kaizen**
- Create, update, and maintain SOPs, process flows, process mapping, and skills matrices
- Support development of project plans, review sheets, and operational dashboards
- Collect, validate, and analyze operational data and prepare reports
- Implement reporting formats and performance metrics on the shop floor
- Coordinate with client teams at management and shop-floor levels
- Assist in audits of implemented systems and prepare review reports
- Guide junior team members to ensure timely completion of tasks
- Communicate with clients and internal teams as required
- Travel to client locations as per project requirements

---

## Qualifications & Experience

- Diploma / BE / B.Tech / MBA / Any Bachelor's Degree
- **4–6 years** of experience in Production, Manufacturing, Operations, Process Improvement, or Consulting
- Strong understanding of operations processes and systems
- Exposure to consulting or project-based environments preferred

---

## Skills & Competencies

- Analytical thinking and structured problem-solving
- Process improvement and operational excellence mindset
- Project coordination and execution skills
- Client communication and stakeholder coordination
- Team collaboration and basic leadership skills
- Proficiency in **MS Office (Excel, PowerPoint, Word)**
- Willingness to travel within a defined client area

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## Why Join Stratefix

- Hands-on exposure to real-world operational transformation projects
- Opportunity to learn from Senior and Principal Operations Consultants
- Structured career growth toward Senior Consultant and Project Manager roles
- Dynamic, execution-focused consulting environment

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## How to Apply

 Email: [career@stratefix.com](mailto:career@stratefix.com) ↗

 Mobile: 7435886720

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If you want, I can also:

- Create a **Naukri keyword search list** for this role
- Prepare a **short JD** for faster candidate response
- Align this role with **Lean / Six Sigma certification expectations**

Just tell me what you need next 



Business Development Manager

Here is a **professional Job Description (JD)** for a **Business Development Manager**, aligned with consulting/B2B organizations like **Stratefix**, written clearly in **bullet points** and ready to post.

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### Job Title: Business Development Manager

**Company:** Stratefix Professional Pvt. Ltd.

**Location:** Office No. 1002, Rajhans Montessa, Surat Dumas Road,  
Besides Le Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat – 395007

**Experience:** 5–8 Years (*can be adjusted*)

**Reports To:** Sales Head / Director – Business Development



## About the Role

- Drive business growth by acquiring new clients for consulting and professional services
- Build and manage strong relationships with prospective and existing clients
- Identify market opportunities and convert leads into long-term business partnerships

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## Key Responsibilities

- Identify, generate, and qualify new business opportunities in B2B and consulting domains
- Develop and execute business development strategies to achieve revenue targets
- Conduct meetings, presentations, and negotiations with decision-makers
- Understand client business challenges and propose suitable consulting solutions
- Prepare proposals, quotations, and commercial discussions
- Manage the complete sales cycle from lead generation to deal closure
- Build and maintain a strong sales pipeline and CRM updates
- Collaborate with consulting and delivery teams to ensure smooth project handover
- Track market trends, competitor activities, and client feedback
- Achieve monthly, quarterly, and annual business targets
- Travel to client locations as per business requirements

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## Qualifications & Experience

- BBA / MBA / Any Bachelor's Degree
- 5–8 years of experience in Business Development, Corporate Sales, or B2B Sales
- Experience in **consulting, professional services, or solution-based sales** preferred
- Proven track record of achieving sales and revenue targets

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## Skills & Competencies

- Strong communication, presentation, and negotiation skills
- Strategic thinking and market analysis capabilities
- Client relationship management and stakeholder engagement
- Result-oriented and target-driven mindset
- Ability to work independently and in a team environment
- Proficiency in MS Office and CRM tools

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## Why Join Stratefix

- Opportunity to work with a growing consulting organization
- Exposure to strategic consulting and transformation projects
- Performance-driven culture with career growth opportunities
- Collaborative and professional work environment

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## How to Apply

 Email: [career@stratefix.com](mailto:career@stratefix.com) ↗

 Mobile: 7435886720

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If you want, I can also:

- Customize this JD for **Junior / Senior / AVP – Business Development**
- Add **salary range**
- Optimize it with **Naukri search keywords**
- Align it with **MANAV™ / Stratefix consulting offerings**

Just tell me 



Senior Business Developmenet Manager

5 to 8 year of experience in  
Business Development |  
Networking and Partnership  
Building | Strategic Planning  
and Execution | Market  
Research and Analysis |  
Industry Knowledge and Trends  
Education  
Bachelor's degree  
(Master's preferred)  
in a related field.  
Skill Set  
Strong industry knowledge



Proven experience in business development or sales.

Excellent communication and strategic skills.

Networking

Client Relationship Management

Results-driven mindset.

Team Handling

#### Roles & Responsibilities

Identifying potential clients, generating leads, and converting them into opportunities.

Identify new business opportunities through market research, networking, and industry events.

Establishing connections with industry partners, attending conferences, and staying up-to-date on market trends.

Develop and execute business development strategies to drive revenue growth.

Manage client relationships to ensure exceptional service and loyalty.

Foster long-term relationships to drive repeat business and referrals.

Achieve sales and revenue targets through effective strategies.

Develop and implement sales plans to meet or exceed targets.

Ensure seamless communication and coordination across teams.

Provide regular reports on sales performance, market trends, and customer feedback.

Offer data-driven insights to inform business decisions

Create a JD

Here's a polished, professional Job Description (JD) for Senior Business Development Manager, based on the details you shared. I've structured it clearly for portals, LinkedIn, or internal HR use.

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## Job Title: Senior Business Development Manager

**Company:** Stratefix Professional Pvt. Ltd.

**Location:** Surat, Gujarat (Office: Rajhans Montessa, Dumas Road, Besides Le Meridien Hotel, Near Airport, Magdalla)

**Experience:** 5–8 Years

**Reports To:** Head of Sales / Director – Business Development

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### About the Role

We are looking for a results-driven **Senior Business Development Manager** with 5–8 years of experience in business development, sales, and strategic partnerships. The ideal candidate will be responsible for generating new business opportunities, building strong client relationships, and driving revenue growth. This role requires strategic thinking, strong industry knowledge, excellent networking skills, and the ability to lead and collaborate with cross-functional teams.

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### Key Responsibilities

- Identify potential clients, generate leads, and convert them into business opportunities.
- Conduct market research to discover new business opportunities, trends, and competitive insights.
- Establish and maintain relationships with industry partners, attend conferences, and leverage networking events to expand the business.
- Develop and execute strategic business development plans to achieve revenue targets.
- Manage and nurture client relationships to ensure exceptional service, repeat business, and referrals.
- Collaborate with internal teams to ensure seamless execution of client projects and sales plans.
- Achieve individual and team sales and revenue targets through effective planning and execution.
- Provide regular reports on sales performance, market trends, competitor activity, and customer feedback.



- Offer data-driven insights to inform strategic business decisions and optimize growth initiatives.
- Mentor and guide junior team members in business development processes and client engagement.

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## Qualifications & Experience

- Bachelor's degree in Business, Management, Marketing, or a related field (Master's preferred).
- 5–8 years of experience in business development, sales, or corporate strategy roles.
- Proven track record of achieving sales targets and driving revenue growth.
- Strong industry knowledge and understanding of market trends.

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## Skills & Competencies

- Excellent communication, negotiation, and presentation skills.
- Strategic thinking and strong analytical abilities.
- Networking and relationship-building capabilities.
- Client relationship management and stakeholder engagement.
- Results-driven mindset with a focus on achieving targets.
- Team handling and mentoring skills.
- Proficiency in MS Office and CRM tools.

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## Why Join Stratefix

- Opportunity to lead strategic business development initiatives in a growing consulting organization.
- Exposure to diverse industries and high-impact projects.
- Collaborative and high-performance work environment.
- Clear career progression toward leadership roles in sales and business development.

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## How to Apply

 Email: [career@stratefix.com](mailto:career@stratefix.com) ↗

 Mobile: 7435886720

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If you want, I can also make a **Naukri-optimized version with keywords**, so you can search and attract candidates more effectively.

Do you want me to do that next?

 ChatGPT ▾

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