

RESUME

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* **OBJECTIVE:**

Seeking a position to utilize my skills and abilities in the company that offers Professional growth while being resourceful, innovative and flexible.

* **PROFILE SUMMARY:**

- * 16+ Experience in various functions of Sales in IT, TELECOM & FMCG Industries.
- * Proven ability, confidence and interpersonal skills to lead and influence the team. * A strategic planner with proven track record of exploring with new ideas, managing salesOperations, achieving desired results.
- * Analyze market trends, competitor activities and emerging opportunities to informstrategic decision-making.

* **PROFESSIONAL EXPERIENCE:**

1) ORGANIZATION : PAN CYBER INFOTECH PVT LTD

(IT Hardware & Software Licenses Sale)

Designation : Business Development Manager (Corporate Sale)

Duration : From Aug 2024 TO May 2025

Job Duties -

- Do visit to corporate clients on daily basis to meet our targets.
- Approaches new as well as existing clients on regular basis.
- Maintaining data base also added new client in data base.
- Giving presentations to clients about product portfolio in IT hardware.

- Building and maintaining relationships with clients as well as with vendors.
- Searching new vendors as well as approaching them to get good prices as per client needs also negotiate with vendors to meet clients expected prices.
- Following company guidelines and procedure for acquisition of customers.
- Discussed with seniors while closing an order regarding payment terms and margin percentage.
- Once closed the order managed delivery part also. Track the material while in transits stage.
- Collect payment from time as per decided payment terms while closing the order.

2) ORGANIZATION : COMPUTER JUNCTION Pvt Ltd (IT Hardware Rental & Sale)

Designation : Business Development Manager (Corporate Sale)

Duration : From Feb 2019 TO 29th June 2024

JOB Duties -

- Daily visits at client end (Scheduled Call as well as making cold calls for new business deals.
- Educate the prospective customers to bring them to the table to discuss IT requirement by following a prepared script to give service and customer reference information.
- Building and Managing relationships with new clients as well as existing partners to upsell.
- Following company guidelines and procedure for acquisition of customers.
- Maintaining data base by primary research on the company by using tools like Google Search, Zauba Corp and MCA.
- Arrange meetings for senior management with prospective clients.
- Maintain knowledge of all products and service offerings of the company.
- Strategic Planning to achieve sales target in timeline.
- Maintaining daily basis DCR & monthly and quarterly achievement reports.
- Solving customer's queries (Billing Issues, Service related)

3) ORGANIZATION : IDEA CELLULAR LIMITED (TELECOM)

Designation : TEAM LEADER (Team Management Role)

Duration : From Nov. 2013 TO Feb 2019

JOB Duties-

- Handling Team of 15 Business Development Executives.
- Maintaining Team's daily basis DCR & Activation Report.
- Giving time to time training on product knowledge, to motivate the team.
- Achieve Team Target.

- Co-ordinating between BDE's & Key Account Manager.
- Daily Basis Market Visit with BDE's.
- Solving customer's queries (Billing Issues, Retention)

4) ORGANIZATION : IDEA CELLULAR LIMITED (TELECOM)

Designation : Corporate Sr. Sales Executive.

Duration : From 2012 TO Oct 2013.

JOB Duties-

- Maintaining daily basis DCR & Activation as per monthly target.
- Achieve target by making Cold Calls (Direct Sales), Calling to Customer.
- Make cold calls as well as schedule meetings.
- Maintaining data base.

5) ORGANIZATION : SHRI GANESH ENTERPRISES (FMCG)

Designation : Sales Executive.

Duration : From 2008 TO July 2012.

JOB Duties-

- Visit to market on daily basis as per scheduled area.
- Sharing order report with Back Office staff.
- Follow ups for delivery.

*** Personal Profile-**

Date of Birth : 07-01-1980

Marital status : Married

Nationality : Indian

Language known : Marathi, Hindi, English.

Hobbies : Playing Cricket, Listening old songs.

*** Self-Strength :**

Positive approach, believe in smart work as well as hard work, dynamic decisions.

*** Educational Qualification:**

TYBA in Year 2016 in Ist Class from (Mumbai Hindi University).

Declaration –

I hereby declare that the information provided is true to the best of my knowledge and belief.

Place – Mumbai

Date -

DINESH DAJI PATIL

