

## 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 sales Operations, achieving desired results.**
- \* **Analyze market trends, competitor activities and emerging opportunities to inform strategic 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 transit 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 29<sup>th</sup> 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**



