

BHARAT PATIL

Contact: - 8928277197 ~ **Email Id:** - bharat906@gmail.com

An achievement-oriented individual aiming for senior level assignments in Sales Operations with an organization of high reputation.



PROFILE SUMMARY

Multi-faceted professional with 12 years of experience in:

IT & Telecom Sales
Team Management

Business Development
Revenue Enhancements

Channel Management
Key Account Management

- Proficiency in supervising and monitoring the performance level of Sales & Service Staff for ensuring superior customer service and accomplishment of targets
- Consistent success in maximizing corporate performance, driving growth, generating revenues, and capturing market share & Negotiation
- Skilled in charting out sales plans and contributing towards enhancing business volumes & growth
- Demonstrated excellence in formulating plans, ensuring wider market reach and penetrating unexplored segments
- Competent in identifying target audiences, planning marketing activities to achieve brand awareness and carrying out promotions to ensure product visibility
- Adept in developing and ensuring customer satisfaction by maintaining excellent TAT and standard service quality norms for delivery



CURRENT ORGANISATIONAL EXPERIENCE

IT & Telecom Sales & Marketing



June 2024 to Till Date GTPL Broadband Pvt. Ltd.: -
Manager

- Managing Products Like Dedicated Internet leased line, Data Centre, iCloud, P2P, Fully Managed WI-FI services, ILD, NLD and many more also selling bulk bandwidth to operator and ISP's also working with wide range of System Integrators, IT Solution providers, Managed Service providers, Firewall, Hardware, Software end to end solution providers, SaaS, CaaS

Business Development

- Managing existing accounts to ensure business sustainability and maintaining relationships with customers to achieve repeat/ referral business.
- Tapping new markets and coordinating with channel partners to penetrate these segments; thereby expanding business and generating income.

Channel Management

- Identifying & networking with financially strong/ reliable channel partners that results in deeper market penetration and improved market share
- Enhancing entrepreneurial skill of the distributors by providing them technical knowledge

Sales & Marketing

- Identifying new streams for revenue growth and developing plans to build consumer preference
- Using sales forecasting to ensure the sales & profitability of products, analysing business developments and Monitoring market trends



PREVIOUS EXPERIENCE



January 2022 to June 2024 - Bharti Airtel Limited
Assistant Manager

- Managing products like Internet Lease Line, Airtel IQ, system integrators, IT solution providers, managed service providers, firewalls, PRI lease lines, MPLS, SD-WAN, Data centres, P2P, clouds, IoT, M2M SIMs, CISCO, SaaS, CaaS etc.
- Administering the interaction with clients for suggesting the most viable product range and cultivating relations with them for Securing repeat Business.

Business Development

- Managing existing accounts to ensure business sustainability and maintaining relationships with customers to achieve repeat/ referral business

August 2019 to January 2022 ~ Reliance Jio Infocom Ltd.
Assistant Manager



- Handling sales of **Voice, Lease Line, SD-WAN, Data Centre's, Clouds, IoT, M2M Sims** Etc. of the company to SMEs and large-sized companies in Mumbai.
- Generating leads and inquiries from various sources.
- Meeting potential clients to understand their connectivity requirements.
- Providing the exact solutions for their requirements.
- Achieving sales and revenue targets regularly.
- Co-coordinating with cross functional personnel to solve operator's issues and problems.



April 2017 to August 2019 - Innovation IT Solutions
IT Sales Manager

- Sales professional with strong expertise in selling **Computers, Laptops, Printers, CCTV systems, Software, IT Solutions, System Integration, Hardware, Firewall** etc
- Customer Loyalty management initiatives and the CRM activities for the Account
- Relationship Management with Middle Management and Key- End Users of The account on a day-to-day basis for the Manufacturing and Distribution vertical.
- - Ensure the account business target achievement on: Order booking, Revenues, Collections, Coordination.



**February 2014 to April 2017 ~ A-Tech IT Solution
IT Sales Executive**

- Sales professional with strong expertise in selling **Computers, Laptops, CCTV systems, and software's**
- Experienced in providing **Telecommunication Services and Annual Maintenance Contracts (AMC)** for IT infrastructure.
- Skilled in offering **Website Designing, Digital Solutions, and Rental Services** for IT and electronic equipment.
- Capable of delivering a wide range of **services through authorized partners**, ensuring quality and timely execution.

EDUCATIONAL QUALIFICATION



**Sikkim Manipal University – Online 2025
Pursuing an MBA (Master of Business Administration)**



**St. Rocks College
Bachelor Of Commerce 2014**

MUMBAI UNIVERSITY

PERSONAL DETAILS

Date of Birth: - 7th September 1992

Address: - 02 Thakur House L.M Road Kandarpada Dahisar west Mumbai 400068

Language Know: - Marathi, English, Hindi

Hobbies: - Cricket, Football, Swimming.

BHARAT .M.PATIL