

Aniket Jaywant Mhaske

Sales Professional

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Results-driven Sales professional with over 10 years of experience in sales, developing strategic partnerships, and delivering technology solutions to meet customer needs. Proven track record in exceeding sales targets and driving business growth through strong client relationships and technical expertise.

Professional Work Experience (Total Experience 10 Years and 06 Months)

1. Sales Consultant (Jan 2021-Present)

Mobicloud Technologies Pvt. Ltd.

- IT sales professional, managing a team of 3 Inside Sales Executives. I am looking after the End to End Software Development process. We are specialized in delivering Cloud Sales, ERP, HRMS, CRM and other modules, Mobile application, Web development and any other software customization as per the client requirement to the multiple industries.
- Generating lead from scratch by using multiple lead generation tools like LinkedIn, Apollo.io, Powerlead, ZoomInfo etc.
- I rigorously involved in the process From Cold calling, cold mailing to conduct a virtual meeting, field visit for face to face meeting give presentation, gather requirement, sending proposal to negotiation to giving service after sales for building good client relations.
- Successfully achieving Monthly, quarterly and annually targets and daily learning from my mistakes and working on it. Always ready to learn new technologies to sharpen my skills.

2. Area Sales Manager (2nd Aug 2019 to Jan 2021)

K12 Techno Services Pvt Ltd.

- ERP and LMS sales professional for the schools in Pune, Satara, Kolhapur, Solapur and Goa Territory.
- Field and remote sales with managing 5 BDEs, which includes Sales strategy, planning, cold visit, book an appointment to give presentations.
- Building rapport with school directors and trustees for the better business opportunities and referrals.
- Expert in negotiations, teachers and parents orientation, hands on product knowledge which helps in achieving targets and sales closure.
- Rewarded as **Rising Star of the Year** in 2020 Rewards and Recognition ceremony.

3. Business Development Manager (Oct 2016 to March 2019)

Next Education Pvt Ltd

- Started my journey as Business Development Executive to BDM. Managed from Satara region to ended up with Maharashtra and Goa region.
- Providing digital and hardware solutions to the school to enhance teaching quality and Worked as a school growth partner.

- Field and Remote working from generating leads by cold visit to successfully onboard it to the company platform.
- Got an **Excellence Award in 2018** Reward and Recognition ceremony

4. **Business Development Manager (August 2014 to Sept 2016)**

Employed with Anuroop Switchgear

- Responsible for managing industrial sales and business development for the Maharashtra and Goa regions.
- Focused on Panel Manufacturers, OEMs and Automation industry.
- Field and Remote sales professional, from cold visit to build rapport with the Procurement head, Director and Cx level Employees.
- Managed territory successfully and over achieved my monthly targets on a regular basis.

Educational Qualifications	
2009-2013	BE Electronics and Telecommunication Engineering Imperial College of Engineering Pune, Savitribai Phule Pune University,
• 2008 - 2009	All India Senior School Certificate Examination (10+2) Jawahar Navodaya Vidyalaya Satara
2006-07	All India Secondary School Examination (10) Jawahar Navodaya Vidyalaya Satara

Computer Knowledge
<p>Operating Systems: MS Windows & Ubuntu</p> <p>Office Suites: MS Office (MS PowerPoint, MS Excel, MS Word)</p> <p>CRM Tools: Salesforce, Zoho CRM, Lead Squared, HubSpot – Proficient in managing customer relationships, tracking sales pipeline, and automating workflows for efficient sales processes.</p> <p>Data Analysis: Advanced Excel skills (VLOOKUP, Pivot Tables, Data Visualization), Google Sheets – Utilized for sales reporting, market analysis, and performance tracking.</p>

Certification:
<ul style="list-style-type: none"> • Business Analysis Certified from Business Analysis Technical Institute, Pune.
Personal Information:
<ul style="list-style-type: none"> • Date of Birth: 09 Nov. 1991 • Marital Status: Married • Address: Bombay Sappers Colony, Vadgaon Sheri, Pune – 411014 • Hobbies: Treking, Listening Music