

Nishant Prithviraj Bachhav

Business Development Manager

7+ years of experience in Sales and Marketing.

M.B.A in Marketing from GNIMS (Guru Nanak institute of management studies)

AREAS OF EXPERTISE:

- Strategic Planning
- Leadership abilities
- Business Development
- Market analysis & research
- Process & Project management
- Customer Relationship Building



Panoramic Universal Limited (Business Development manager From November 2017 – Till date).

Roles and responsibilities:

- Lead Generation and Business Development
- New business development, lead generation through different channels
- Preparation of business proposals agreement, documentation. Assisting Directors in marketing activities.
- Online brand and product campaigns to raise brand awareness.
- Developing strong working relationship with partners, associates and clients.
- Attending conferences, meetings, and industry events.
- Managing the production of marketing collaterals such as leaflets, flyers, posters.

Osource India Pvt Ltd (Assistant Manager Business Development From March 2017 – November 2017).

Worked as Assistant Manager Business Development for Sales and Marketing and handling the Sales team –Onex ERP Specialist for Finance accounting System, Customer Relationship Management, Human Relationship Management and Document management system.

Roles and responsibilities:

- Responsible for acquiring new business and growing existing business within the Indian market.
- Generated new business for the firm via cold calls, in person visits, referrals from contacts and networking on social media.
- Track customers and prospects in CRM system including records of all contact.
- Doing cross selling and up selling to get new deals.

- Utilized a CRM to track down old prospects in attempt to convert to new revenue as well as re-establish relationship with previous paying clients.
- Provided sales support for new and inactive customers increasing sales volume.
- Developed a database of qualified leads through referrals, cold calling, direct mail, email campaigns, and networking.
- Built potential client pipeline and maintained Access database.
- Generating Weekly and monthly sales reports to know the current status of business.

eClinicalWorks India Pvt Ltd (Senior Software Specialist, March '2012 – October'2016).

Responsible for HCA (Hospital Corporation of America) enterprise level accounts ensuring that the client's Business, Operational, Financial and Marketing goals are in place and become a prospect to the organization. Developing and driving long-term relation at various levels and disciplines to maximizing the value (top- and bottom-line) of the short & long term business. Develop good understanding of the business model and its applications to maximize business opportunities.

Roles and responsibilities:

- Generated new business for the firm via cold calls, referrals from contacts and networking on social media.
- Taking Care of the existing accounts assigned to me.
- Follow up with the existing clients to update them about new Measures.
- Creating Sales reports for monthly sales targets achieved by team.
- Participated industry events, sales meetings, training programs and conferences as directed.
- Trained newly appointed Sales personnel regarding process and product workflow.
- Giving customized solution to client's based on their requirements to make their process smooth.
- Having weekly meeting with the stakeholders for improvement of the sales process.
- Developed and delivered effective sales presentations to earn new business
- Analyzed sales trends daily and reacted accordingly via scheduling changes or merchandising updates
- Assisted in the negotiation and closing of deals.

Start Enterprise Pvt Ltd (Support Executive, September'2010 – March '2012):

Implementing marketing and advertising campaigns about Bulk SMS by assembling and analyzing sales forecasts for Mumbai region. Prepared marketing (Online & Offline), advertising strategies, plans and objectives, planning and organizational presentations.

During the tenure was the point of contact for Mumbai location and responsible for sales and marketing event.

Roles & Responsibilities:

- Collecting the database of the customers region wise.
- Calling the customers & visiting them with the demo of Bulk SMS Software.
- Understanding the need of the customers.
- Providing the relevant information to the customers about the product.

- Closing the sales call.
- Achieving the monthly sales targets.
- Good in building & maintaining relationships with Clients.
- Problem solving ability.
- Strong counselling & convincing techniques.
- Negotiating with international clients about the pricing of gateway trough which they can send SMS's.
- Creating monthly reports for the clients for the number of bulk SMS traffic send by them.

CERTIFICATION:

- Oracle 9i.
- E-MBA in **Marketing Management** from GNIMS (Guru Nanak Institute of Management Studies).

PERSONAL DETAILS:

Address	35/1116, Tagore Nagar, Vikhroli –East, Mumbai-400083.
Contact Information	Email: nishantb25@gmail.com Mobile: 9870079985
Date of Birth	June 10, 1987
Marital Status	Married
Nationality	Indian
Hobbies	Observing and interacting with new people, Cooking, Exploring new places.
Languages known	English, Hindi and Marathi.
Skills, traits & proficiencies	Focus, Responsibility, Maximizer and Strategic planning.

Declaration:

I hereby declare that the information furnished above is true to the best of my knowledge.

Nishant Prithviraj Bachhav