

Nilesh Purohit

Strategist By Profession; Cricketer By Passion

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- Forward-thinking Management Analyst bringing more than 8 years of successful history of assisting organizations with optimizing and streamlining processes for maximum efficiency, productivity and profits.
- Veteran business manager with deep understanding of everything from sales to operations. Pursuing new professional challenges with growth-oriented operation.

Contact

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LinkedIn

<https://www.linkedin.com>

Skills

Strategic planning

Staff Management

Financial Management

Business administration

Budgeting

Sales and marketing

Business Development

Critical thinking

Strategic account development

Work History

**2021-07 -
Current**

Cluster Head

Inland Teevra Pvt Ltd, Gujarat

- Participated in team-building activities to enhance working relationships.
- Led projects and analyzed data to identify opportunities for improvement.
- Worked flexible hours; night, weekend, and holiday shifts.
- Actively listened to customers, handled concerns quickly and escalated major issues to supervisor.
- Worked closely with team to maintain optimum levels of communication to effectively and efficiently complete projects.

**2019-01 -
2021-07**

Retail Manager

Rivigo Services Pvt Ltd, Ahmedabad, Gujarat

- Generate market intelligence (competition business) of all the micro-markets.
- Build strategies to increase load and yield of the identified market.
- Establish relationships with new customers and partners that help achieve assigned sales targets.
- Identified prospects' needs and developed appropriate responses along with information on fitting products and services.
- Networked at events and by phone to expand

Analytical problem solver

Territory Management

Languages

English

Hindi

Gujarati

Spanish

**2014-10 -
2018-12**

Senior Manager

Pinnacle Management, Ahmedabad

- Gujarat Financial Solution provider of an all in one brand recognition supported by high integrated marketing efforts.
- Analyzed competitive incentive data and evaluated impact data had on marketplace.
- Developed strategic marketing communications and identified audiences for targeted messages.
- Oversaw reporting functions to executive leadership.

**2013-03 -
2014-09**

Sales Manager

Reliance Nippon Life Insurance, Ahmedabad, Gujarat

- Very Good Retention strategies Very Good, Part of an innovative and skilled team of marketing experts, improvising on an exciting and smart marketing strategies with fine detailing.
- Middle market consumer insights and experiencing deploying product in a direct to consumer environment Strong project development and management skills Demonstrated ability to work successfully with a broad variety of distribution partners.
- Strong analytical skills and an eye for detail.
- Ability to deal positively with ambiguity in a fast moving start up business environment Being a, focused organization - the main function was to bring in benefit from the rich feature set including new signups, business networking.
- People Management Manpower planning for

staff and performance appraisal.

- Develop alternative channels for business sourcing Ensure full team is committed and customer focused in their approach.
- Managed large-scale projects and initiatives including, introducing new systems, tools, and processes to support attainment of challenging objectives.
- Analyzed competitive incentive data and evaluated impact data had on marketplace.
- Aptly interviewed prospective clients to collect data about their Financial resources and their requirement , their property insurance and keep abreast of any prospect coverage request from clients Communications and was instrumental to expand the networking by sales calling new clients and keep existing clients engaged and informed so they are happy with the services and the company.
- Strategic planning Very Good Customer Service Excellent Brand awareness Very Good Business development Excellent Logistics coordination Very Good Closing strategies Very Good Territory management Very Good Management collaboration Very Good Sales tracking Very Good Market trends knowledge Very Good Business growth Very Good New account creation Very Good Market forecasting Very Good.

**2012-05 -
2012-07**

Summer Intern

Cera Sanitaryware, Ahmedabad, Gujarat

- Suitably handled and integrated marketing strategies , plan ways to beat competition (insurance fraternity) into cohesive and significant advantages , broaden perspectives and positive synergy Formulated ingenious product based strategies; planned articulate insurance business needs based on demand and successfully concluded with new clients and many positive leads for the company, Trained

and studied the Consumer Online buyer nefarious Administered , establishes and managed insight about the consumer perception.

- Appreciated for my project and the same was presented to which later was incorporated on the website.
- In short span kept team bonding to ensure the end-to-end support and portfolios Compiled research data and gave professional presentations highlighting finds and recommended optimizations.

Education

2013-05	Accelerated General Management Program: Business Management <i>Indian Institute of Management - Ahmedabad</i>
2011-07 - 2013-05	MBA <i>Amity Business School - Jaipur</i>
2008-07 - 2011-05	BBA: Business Administration And Management <i>Gujarat University - Rajasthan</i>

Certifications

2013-05 Spanish Learning Certificate

Additional Information

- AWARDS AND HONORS: , Awarded as No.1 Sales Manager in Reliance Life Insurance for achieving highest number of Licensing in the financial year 2013-14 in Ahmadabad Region. Promoted as Senior Manager in Pinnacle Management in the financial year 2016-17.