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OCRACY
E OF E-COMMERCE

WHITEFIELD, BENGALURU, INDIA



NILESH SAHU

Business Development Manager

Professional Business development manager with 7+ Years of experience in Overall Business development processes. Involved in Business analysis, Project management and development of new sales streams

EDUCATION

- B.K School of Management
Masters in Business Management
Completed in 2019
- Bachelors or Engineering
Gujarat Technical University
Electronics and Communication
Completed in 2016
- NIIT
Post Graduation Diploma in Banking Operations
Completed in 2016

CONTACT

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ACHIEVEMENTS

- 2019
Awarded as Employee of the Year
- 2020
Awarded as Growth Magnet of Elsner
- 2021
Phenomenal Leadership Award.

PROFESSIONAL EXPERIENCE

- Elsner Technologies | Business Head.
2020 – Present
Key responsibilities:
 - Defining strategies for B2C and B2B Businesses and Increase Overall revenue of the company
 - Manage performance and development of the team members
 - Managing the Marketing efforts and design campaigns.
 - Consult with the management team to develop long-term commercial plans.
 - Suggest budgets and improvements based on the above information.
- Elsner Technologies | Business Development Manager
2016 – 2020
Key responsibilities:
 - Close new accounts and hit the Quarterly Target
 - Manage and Generate New leads using various channels for lead generation
 - Work on Proposals, Presentations, and case studies as required .
 - Managing Online Portals as Upworks , Freelancer etc
- ICICI BANK | Assistant Manager
2012 – 2015
Key responsibilities:
 - Worked with ICICI Bank – Surat at Raghu nandan mill branch.
 - To ensure the operations are running smoothly and branch targets are met.

TOP SKILLS

- Hard Skills
 - Financial modeling and reporting
 - Data mining and analysis
 - Financial accounting
 - Business valuation
 - Project Management
 - Business Analysis
- Soft Skills
 - Observation
 - Decision Making
 - Communication
 - Multi-tasking