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| **NIKHIL S. JOSHI.**  nikhiljoshi\_13@yahoo.co.in/nikhil123447@gmail.com   * +91-9106235811/9998969224 | |
| * Core Competencies  |  | | --- | | ***Profit Center Management***    ***Project Management***    ***Channel Sales & Marketing*** | |  | | ***Key Account Management*** | |  | | ***Revenue Generation*** | |  | | ***Distributors & Dealers Management*** | |  | | ***Market & Competitive Analysis*** | |  | | ***Product Promotions & Launches*** | |  | | ***Budgeting & Forecasting*** | | ***Market Share Expansion***  ***Client Relationship Management*** | | ***Team Building & Leadership*** | |  | | *Identifying and networking with prospective agents, generating business from existing accounts and achieving profitability as well as increasing sales growth targeting assignments in* ***Sales & Marketing*** *with an organization of high repute* |
| knowledge24x24icons Profile Summary |
| * **An achievement-oriented professional, offering** **over 31 years** of rich and versatile experience in Profit Center Management, Strategic Planning, Channel Sales & Marketing, Business Development, Dealer Management & Project Management * **Conferred with Best Sales Person Award** in 2005 * Skilled in **identifying & establishing strategic alliances / tie-ups** with suitable business partners, resulting in **deeper market penetration to achieve profitability** * **Experience in building & maintaining healthy business relations** with corporate clients, ensuring high customer satisfaction matrices by achieving delivery and service quality norms * **Received Best Sales Person Award** for Western India by ICI India Limited at Hong Kong for 3 consecutive years in 2003 * **Successfully led the expansion of distribution network, accomplished steady increase in sales year-after-year** and developed relationships with the distribution networks to explore and develop new opportunities * **Enhanced the organizational reach & market share / profitability** through the application of robust strategies and excellent client relationship management skills * Capabilities in all aspects of key account management including **customer segmentation, product positioning & sales cycle management;** offering extensive support with key focus on customer retention/satisfaction for continued business opportunities |
| edu24x24icons Education | * **B.Com**. from A.V. Patel College of Commerce, Billimora, Gujarat in 1987 |
| Career Timeline (Latest 6)    **Nov’00-Nov’09**  **Nov’09- Jan’11**  **Jan’11- Jul’13**  **Jul’13- Jun’16**  **Nov’16-Apr’18**  **Since May’18**   * Notable Accomplishments * Conferred with: * Best Sales Person Award in Western India region by ICI India Ltd. at Dubai in 2001 * Best Consistence Performance Award for 4 Years with Gold Chain from Mr. Jay Mehta, the Chairman, Saurastra Cement Ltd. in 1996 * Secured 3rd rank for highest volume value and key product selling by ICI India Limited in 2002 * Achieved highest volume value base & gross margin target ‘Silver Dise’ in 2004 * Acted as member of SSHE (Safety Security and Health Environment) by ICI India Ltd. to manage key accounts which contributed 60% of Sale * Appointed as bad debt recover in-charge for Gujarat Trade and Projects especially for Gujarat Narmada Cannel Youjana by Saurashtra Cement Ltd. * Felicitated with cash reward of Rs.15,000/- for exceeding sales target and achieving Rs.1,90,000/- of cash sells of House Hold Goods in just 10 days at Siddhi Vinayak Corporation * Work Experience   ***May’18-Mar’19 The Supreme Industries Limited. as Sr. Regional Sales Manager- Plastic Piping Division Gujarat Operation***  **Key Result Areas:**   * **Actively developing** **sales & marketing strategies** by identifying opportunity areas in close coordination with Sales & Product Strategy Teams for **Gujarat** * Showcasing excellence in **generating enquiries** for the equipment and preparing quotations; submitting the same and collecting orders * Steering business planning and performance management of **Distributors/Dealers** including development and execution of joint sales plans * Directing wide variety of activities inclusive of managing **budgets, sales forecasts & reports** accordingly as per business plans & requirements * Expanding **business** & consistently improving **profitability** of the company along with identification & development of **new streams** for **long-term revenue growth** * Meeting **Consultants/End-users** for inclusion of the specifications in the project * Scrutinizing **sales & performance reports**; suggesting improvements in order to ensure operational excellence * Mentoring & monitoring **Sales Team** to ensure efficiency in process operations & for meeting **sales targets**; motivating high performance amongst the **Sales Team** by operating & introducing appraisals schemes * Leading initiatives in conducting **market analysis**, formulating **sales strategies** & setting up sales targets for the team * Conducting **promotional campaigns** (seminars, meets, conferences) and launching new products with key focus on brand establishment and market penetration * Exhibiting excellence in ensuring **timely collection of the payments** resulting in **revenue generation** * Preparing dispatch plan and updating to production department for timely completion of order * **Identifying areas for growth and creating product-line roadmaps** to help drive adoption of the product, conducting research on customer feedback, in-depth analysis of key performance indicators, and capturing metrics of the product * Designing **distribution strategy** to achieve segment-wise targeted sales volumes and state & city-wise market shares; **managing product distribution**; optimizing channel functions & flows, direct & indirect channel partner’s counter-wise targets * **Developing effective working relationships** with **distributors/agencies**  through regular meetings; managing effective money circulation with dealers to ensure timely collections and no outstanding dues * **Budgeting and spearheading commercial planning**, team building, administration, capital sourcing (Marketing Investment Planning), systems establishment and sales process * Designing solutions for **key operational & client issues that impact revenue and gross profit**; liaising with clients and partners to **build relationships and increasing business longevity and revenues** * Previous Work Experience   ***Nov’16-Apr’18: Shalimar Paints Limited as Regional Sales Manager- Gujarat (Decorative and Industrial)***  ***Jul’13- Jun’16: Jotun India Pvt. Ltd., as Sales Manager- Gujarat (Decorative Sales, Reporting to Director Sale)***  ***Jan’11- Jul’13: Sherwin Williams Paints India Pvt. Limited. as Regional Sales Manager-Gujarat & MP (Reporting to Director Sale)***  ***Nov’09- Jan’11: Kansai Nerolac Paints Ltd., as Project Sale Manager-Gujarat & Rajasthan (Reporting to GM Project)***  ***Nov’00- Nov’09: ICI India Ltd. as Territory sales Incharge (Depot Head)***  ***Jun’91- Nov’00 Saurashtra Cement Limited (Joined as Sales Representative, promoted to Sr.Sales Officer)***  ***Oct’87-Jun’90: Siddhi Vinayak Corporation as a Sales Executive***  core24x24iconsCourses/Trainings Attended   * Completed following training programs on: * Anticorruption Policy in 2013 * Managerial Effectiveness on 08 - 09 Apr’11 * Yang Master Program Developed and conducted by Sale Excel on April14-15th, 2008 * "Avgatam" Module 1 and 2 Door Training and Consulting in 2007 * Certified center for Advanced Training Ahmedabad Gujarat in Driving on 5th January 2005 * SSHE Policy (Safety Security and Health Environment) in 2004 * Sharpening your Skills Credo India Consultancy Services Private Limited. ( Training House USA) Bangalore * The Sarvottam Sales Professional Course on building and developing sales competition from Credo Consultancy Service. Ltd., Bangalore in 1999 * Sales and Marketing System by Renor consulting Ltd. in 1998 * Communication Skills program conducted by Human Development Services, Nasik (Mr.Vinod Parekh) in 1995 * Selling Skills workshop conducted by Walter Vera in 1994   personaldetails24x24icons Personal Details  **Date of Birth:** 13th August 1967  **Languages Known:** English, Hindi & Gujarati  **Address**: 193, Ashirwad Villa, Near Sent Thomas High School, New City light Road, at Post Bharthana, Surat.-395007 | |