Nikhil Guwalani

Ahmedabad-Gujarat, India

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***Professional Experience***

**VOGO Automotive Pvt. Ltd.**  India, Gujarat-Ahmedabad

*City Manager* July-2021 to Till Date

*Responsible to manage and expand annual sales for used bikes across Gujarat region (1.75 cr/Quarter business)*

* Manage annual business for used bikes, purchase, and sales across Gujarat
* Drive consistent growth in inspection and conversion, P&L Management
* Accomplish onboarding, allocation, strategic alliance with new and used bike dealers to grow business
* Sales monitoring and revenue generation
* Team Management of 15+ employees

**CarDekho.com (Ecommerce)**  India, Gujarat-Ahmedabad

*Team Lead – Sales (Gujarat)* Jan-2021 to June-2021

*Sales expansion and enhance dealer reach for used cars across Gujarat (3 cr/month business, 60 dealers)*

* Client Relationship, New dealers’ onboarding, Inventory management (supply and sales)
* Branding & Marketing

**Cars24.com (Ecommerce)**  India, Gujarat-Ahmedabad

*Team Lead – Sales (Ahmedabad)* Jan-2019 to Jan-2021

*Sales expansion and enhance dealer reach for used cars across Gujarat (3.5 cr/month business, 150 dealers)*

* Client and team management
* New dealers’ onboarding, ensuring MOM business growth.

**ICICI Lombard Ltd. (Banking-Insurance)** India, Gujarat-Ahmedabad

*Channel Partner – Bank Branch (Insurance)* Jun-2018 to Jan-2019

*Responsible for partner management and new business acquisition (1.25 cr/month business, 4 partners)*

* Channel Partner management, New Business acquisition
* Relationship building, Networking Vendor Negotiations and Retention

**TenderAdvisor.com (E-Commerce)** India, Gujarat-Ahmedabad

*Lead Generation specialist* Jan-2017 to Jun-2018

*Responsible for Lead Generation, Digital marketing, cold calling, product management (80 lacs/year business)*

* Lead Generation through Cold Calling Client Meetings, giving Demonstrations
* Digital Marketing and Content writing, Product management
* Vendor and business stakeholder management

**Magicbricks.com(E-Commerce)** India, Gujarat-Ahmedabad

*Sales Specialist (Ad space sales)* May-2015 to Dec-2016

*Responsible for client management, Ad space sales, customer relationship(70 lacs/year business)*

* Ad space and banner selling, Client meetings and customer management
* Strategy Relationship and Collaboration
* Market research and Competitor knowledge and understanding, growing existing client business, and acquiring new client businesses.

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| *Core Competencies* | *Honors and achievements* |
| *Stakeholder’s Management* | Best KAM PAN India May and August 2019 at CARS24. |
| *Negotiation* | MVP in Gujarat region for second quarter. |
| *Client Relationship Management* | Won early bird contest at Magic Bricks. |
| *People Management, operations, Organizational Skills* | Acknowledged by Business Head in Cars24 for significant contribution in increasing CARS24 market share. |
| *Additional Information* | *Education* |
| **Hobbies**: Traveling, Reading, movies, music, sports  **Languages**: English, Hindi, Gujarati, Sindhi | Full- Time (PGDM-**Marketing**) during 2013-15 from **United World school of Business**, **Gandhinagar**.  B.COM from **Gujarat University** 2010-13 |
| *Technically Equipped with MS office, Windows* |  |