



Abhimanyu Shelke

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Objective

To secure a challenging position in a reputable organization to expand my learnings, knowledge, and skills.

Experience

- PINCLICK** 10-FEB-2019 - 15-FEB-2021

ASSISTANT MANAGER- BUSINESS DEVELOPMENT

WORK FOR PINCLICK AS AN ASSISTANT MANAGER-BUSINESS DEVELOPMENT HAVING 2 YEARS OF EXPERIENCE.

DOMAIN:- B2B & B2C SALES AND MARKETING.

[ROLE:- ASSISTANT MANAGER- BUSINESS DEVELOPMENT]

[DESCRIPTION]:-

- Identifies & Implements innovative business development and sales strategies to increase company profitability by fully leveraging product/ service offerings of companies horizontaland vertical market.
- Appointing new Channel Partner, Referral Partner and maintain high professional business relationship with client to ensure a stronger andwider reach with the client.
- Check & reply all e-mails on daily basis, in order to make sure no mail remain non responded bythe end of the business day.
- Client Meeting to discuss their evolving needs and represent our product In front of keydecision maker.
- Establish monthly sales plan and Achieve sales volume.

[ROLE:- SR.AREA SALES MANGER]

[DESCRIPTION]:-

- Handled team of 8 sales Executives
- Email Marketing
- Product demo expertise, solution-based selling and end-to end negotiation.
- Cold call and prospect new leads to attain upfront sales revenue, contracted term residual revenue, and new account monthly quotas
- Complete, close, and submit contracts and facilitate underwriting requirements
- Helped to refine various sales processes which ultimately improved the team efficiency
- Creating development plans and forecasting sales targets and growth projections
- Identifying market opportunities through meetings, networking and other channels

Meeting existing and potential clients and building positive relationships

- Liaising with colleagues to develop sales and marketing strategies
- Preparing financial projections and sales targets
- Attending events such as exhibitions and conferences
- Preparing sales presentations and participating in sales meetings
- Producing reports for management
- Training business developers and sales colleagues
- Working in a client's business or in an office.

• **Full basket property services pvt Ltd**

20-Feb-2021 - 11-FEB-2022

SENIOR AREA SALES MANAGER

- 1.) Handling team of 5 executive
- 2.) Giving calling data to executive
- 3.) Take follow-up for interested clients from executives
- 4.) Verified clients
- 5.) Face-to-face Interaction
- 6.) Site visits
- 7.) Negotiation
- 8.) Deal closure

[DESCRIPTION]:-

- Contacting and following up with new prospective Clients and setting up new business opportunities.
- Convert prospects into customers by show-casing appropriate residential properties to the prospects matching the investment/residential needs of the prospects.
- Plan approaches and pitches
- Build relationships with new clients.
- In some cases, Cold calling for sales of Primary properties.
- Achieving written down sales targets by the organization.
- Attending developer meetings & channel partner orientations as and when required.
- Participate in the Negotiation meeting with buyer & Seller.
- make sure targets may be completed with quarterly and yearly.

WORK WITH FULL BASKET PROPERTIES SERVICES PVT LTD AS AN SENIOR AREA SALES MANAGER HAVING 1 YEAR OF EXPERIENCE.

DOMAIN:- B2B & B2C SALES AND MARKETING.

- **INVESTO XPERT**

21-Feb-2022 - 10-Feb-2023

TEAM LEADER

- 1.) Handling team of 7 executive
- 2.) Giving calling data to executive
- 3.) Take follow-up for interested clients from executives
- 4.) Filtre clients
- 5.) Face-to-face Intercation
- 6.) Site visits
- 7.) Negotiation
- 8.) Deal closure.

[DESCRIPTION]:-

- Manage a sales team and provide leadership, training and coaching.
- Develop a sales strategy to achieve organizational sales goals and revenues.
- Set individual sales targets with sales team
Work on sales scripts with agents.
- Track, collate and interpret sales figures and reporting.
- Build relationships with new clients.
- Ensure members of the sales team have the necessary resources to perform properly.
- make sure targets may be completed with quarterly and yearly.
- Plan and direct sales team training
Control expenses and monitor budgets.

DOMAIN:- B2B & B2C SALES AND MARKETING.

- **STAR ESTATE**

05-March-2023 - CONTINUE

Associate Genaral Manager

DESCRIPTION:-

- Cooperating with the general manager, and assisting with anything from project planning to staff management.
- Nurturing positive working relationships with staff.
- Delegating daily tasks.
- Addressing any issues in a timely fashion.
- Supervising staff and controlling merchandise.
- Ensuring company policies and procedures are followed.
- Setting a good example for staff.

Education

- **MITWPU**
MBA

2019

74.17

- **INSTITUTE OF TECHNOLOGY AND MANAGEMENT** 2017
BBA
72.68
- **JANTA JUNIOUR COLLEGE** 2008
HSC
79.17
- **NAGARJUNA PUBLIC SCHOOL NANDED** 2005
SSC
52.93

Skills

- 1.) Team building 2.) Problem solving 3.) Decision making 4.) People oriented 5.) Delivery of results

Projects

- **SOCIAL CRM AS A BUSINESS STRATEGY**
THIS IS A PROJECT REPORT WHICH I HAVE SUBMITTED IN MIT-WPU. (MBA-POST GRADUATION)
- **A STUDY ON BALAJI WAFERS**
THIS IS A PROJECT REPORT WHICH I HAVE SUBMITTED IN BBA GRADUATION. (BBA-GRADUATION)

Achievements & Awards

- **MARKETING MANAGER** • promoted Company and increased sales by cordinating and Attending the 5 national and international levels seminars And conference on course related topics

Interests

- Singing
- Acting

Activities

- **EXTRA CURRICULAR ACTIVITIES.** 1.) WINNER OF SINGING COMPETITION IN YOUTH FESTIVAL ARRANGED BT SRTMUN UNIVERSITY

Languages

- • READ - ENGLISH, HINDI, MARATHI • WRITE - ENGLISH, HINDI, MARATHI

Additional Information

CERTIFICATION:-

Pursuing DATA ANALYST From date 19 may 2022 certification and will completed till October

CERTIFICATION

- DATA ANALYST

DESCRIPTION:- TOOLS KNOWN

- 1.) Advanced Excel
- 2.) TABLEAU
- 3.) Power BI
- 4.) MY SQL
- 5.) Python
- 6.) Basics R

- DIGITAL MARKETING

DESCRIPTION:-

- 1.) SEM (Social Engine Marketing)
- 2.) SMM (Social Media Marketing)
- 3.) SEO (Search Engine Optimization)
- 4.) Email Marketing
- 5.) Web ANALYTICS
- 6.) Sales Funnel
- 7.) CRO (conversation ratio optimization)