

Ritesh Mathankar

Nagpur

9730089856 | ritesh4704@gmail.com

Objective

To work in an environment which encourages me to succeed and grow professionally where I can utilize my skills and knowledge appropriately.

Experience

- **Classic Flooring&Interior pvt ltd (Square Foot)** February 2024 -
Area Manager -Sales - Nagpur
 - Maintain a high-level, strategic relationship with Architects, Builder, Interior Designer, OT vendor's, contractor,PMC's, Govt.
 - Dealer management & new Dealer appointment.
 - Understand market trends and anticipate customer needs to effectively keep customers.
 - Forecast and develop a budget for annual sales based on customer/market needs.
 - Opportunities of incremental sales to help sales volumes regularly reach to at least budgeted levels.
 - Develops in depth knowledge about customer history, organization relationships, manufacturing capabilities, competitive issues, potential.
 - Transfers this knowledge to the organization for use in business maintenance and growth.
 - Aggressively and creatively identifies and pursues new business opportunities at targeted accounts.
 - Handale sales Team & Project Team Nagpur and Vidharbha region.
- **Nibav Lifts Pvt Ltd** February 2022 - January 2024
Business Development Manager - Nagpur
 - Develop a growth strategy focus and both financial gain and customer satisfaction.
 - Conduct research to identify new markets and customer needs.
 - Arrange Business Meeting with prospective clients and promote Nibav Home lifts
 - Promote the company products/service and addressing or predicting clients objectives.
 - Prepare the sales contracts ensuring adherence to law-establishment rules and guidelines
 - Keep records sales, revenue and invoices.
 - Provide trustworthy feedback and after sales-support.
 - Build long term relationship with new and existing customers.
 - Develop entry level into valuable salespeople.
 - Lead sales planning Development and account Management to grow existing accounts and established new sales accounts.
- **Johnson Lifts pvt Ltd** November 2017 - January 2022
Service Sales Officer -Nagpur
 - Anylize current, past and potential new customers to identify oportunites for Johnson lift to expand the portfolio
 - Generate and develop Service Sales in the region, Responsible for AMC renewal, PA, conversion and recovery.
 - Two months prior to the expiry of free service contract date inspection.
 - Handle effective conversation when necessary.
 - Coordinate, prepare and negotiate all offers and contracts consistent with KG commercial guidelines.
 - Make effort for acquisition and recoveries & achieving the target.
 - Ensure timely and smooth execution of service conditions with support from Branch EI team and collection of outstanding dues.
- **ECE industres Ltd (Elevator Division)** July 2016 - October 2017
Sales Executive- Nagpur
 - Promote and sell ECE elevators range of elevator and escalator products & services to potential in the nagpur region.
 - Identify and develop new business opportunities by actively prospecting and generating leads.
 - Build and maintain strong relationship with existing and potential customers, including architecture, contarctors building owners, and property developer.

- Conduct product presentation, demonstration and technical discussion to highlight the benefit and features of ECE Elevators solution
- Negotiate contracts, pricing and terms with customer while adhering to company guidelines and policies
- Monitor sales performance, track sales metrics and provide regular report to management.

Education

- **PDIMTR College (RTMNU Nagpur University)** 2014-2016
MBA In International Business/Marketing
- **Vidyabharti College (SGBAU Amravati University)** 2011-2014
Bachelor Of commerce

Skills

- Management Skills- Strong Customer Relationship Management, Communication, leadership skills, Problem solving, Negotiating, Market Analysis, Team Building, Team Handling. Technical Skills- MS office , MS office 365, MS-excel, Word, power point, Salesforce. CRM Software - Salesforce, Oracle, ERP, Simple CRM.

Languages

- Marathi , English, Hindi