

Nikhil Dattatray Bhosale

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OBJECTIVE

To obtain a challenging growth oriented career in highly motivated environment involving job satisfaction, career growth and opportunity to excel.

WORK EXPERIENCE

Overview:

7+ years of Sales & marketing experience in OFC sector.

Expertise in Sales of Unitubes & Multitube OF Cables & its Components like FRP Rods, Yarns & gels in Domestic & International market.

I) Madura Coats Pvt. Ltd., Bangalore, India:

Designation: Sales Officer- Telecom Exports

Period: 2nd Sept'21 to 28th May'24. (2 years 9 months)

Responsibilities:

- Business development of OFC components like Coated Glass yarn, Ripcord, Aramid yarn, Binder yarn, WSY & FRP Rod in Middle East Asia & Bangladesh.
- Prepare & submit FRP Rod plant project.
- Generate sales of FRP Rods from Local, MEA & Bangladesh market.

II) Universal Cables Ltd., Verna industrial area, Verna, Goa, India

Designation: Marketing Manager- Sales & Marketing (4 months Retainership contract)

Period: 1st Feb'20 to 4th April 2020

Role: Business development of Optical Fiber Cables in India

Responsibilities:

- To approach & promote OF Cables to ISP's, CATV operators & distributors
- To generate sales of OFC and ensure timely delivery.
- Daily reporting of calls and progress with ISPs', CATV operators and distributors.
- Gathering & Analyzing market data and develop strategies to generate Sales.
- Escalate the customer feedback and to take action to improvise.

III) Indore Composite Pvt Ltd: 318, Creative Industrial Estate, N.M. Joshi Marg, Lower Parel, Mumbai 400010, India

Designation: Assistant Manager- Sales & Marketing

Period: 12th March'18 to 30th Nov'19 (1 year 8 months)

Role: Business development of South East Asia Market.

Responsibilities:

- To develop south east Asia market (Korea, Taiwan, Thailand, Indonesia, Japan, Malaysia, Vietnam & Bangladesh) for sales of FRP rods, Flooding & Filling Gel, & Glass yarn.
- To prepare & achieve yearly regionwise Sales budget.
- To escalate commercial inquiries and convert into sales.
- To gather technical and packaging compliance from clients post sales inquiry.
- To workout on pricing (packaging, logistics cost & Premium)
- To track payment status and ensure timely payment settlement.
- To get client commitments on quarterly requirements. To submit Sales forecast report with plant on monthly basis.
- To prepare & present market share, pricing, forecast and development strategy report on monthly basis.
- To follow up with clients for sample qualification & To update client wise product qualification sheet on day to day basis.
- To deliver market development and sales performance report in every monthly market review meeting.
- To attain plant review meeting every month to streamline client, product quality and service related concerns.

IV) HTL Ltd. (A Subsidiary of HFCL Ltd.) No. 57, GST road, Guindy, Chennai 600 032

Designation: Sales & Marketing Executive

Period: From 14th august 2017 to 7th March 2018
(7months)

Role: Sales & Marketing of Varieties of Optical Fiber Cable & its components in India and overseas.

Responsibilities:

- Marketing and selling varieties of OFCables & its components (FRP rods & IGFR) to domestic & MEA Market.
- To plan timely delivery: Tracking Sales order through production planning and daily production report from PPC.
- Following up with logistics dept. for dispatch of consignment on required time.
- Design and develop brochures and catalog for FRP and IGFR.
- Collection of Outstanding payments on time.

V) DS Cable India Pvt Ltd.

Kudal(M.I.D.C)Dist-Sindhudurg416525,State:
Maharashtra.

Designation: Sales & Marketing Officer (B2B
Marketing)

Period: From 19th august 2014 to 28th February 2017 (2 years 5
months)

Role: Business development in India & Middle East Asia for Binder yarn &
Ripcord (OFC Components)

Responsibilities:

Domestic Market:

Receiving Purchase Orders through customer communication &
negotiation.

- To carry out Production planning as per Customer's Dispatch Schedule.
- To receive & conduct actions on Customer Complains, New Enquiry & Customer Feedback.
- Conducting Business meeting with customers on various agenda's regarding business.

Overseas Market:

To promote the company products in the middle east asia market.

- To communicate the technical & commercial requirements to Parent company (DS Korea)
- To make price negotiation with clients.
- To contact & Negotiate with KOTRA embassy for developing new clients.

EDUCATIONAL QUALIFICATION

- **Master of Management Studies (MMS)** with specialization in **Marketing Management** from Rajendra Mane College of Engineering & Technology under **Mumbai University** in 2014.
 - Sem I, Jan 2013, Percentage obtained 72.80%.
 - Sem II, May 2013, Percentage 70.20%.
 - Sem III, Jan 2014, Percentage 74.90%
 - Sem IV, May 2014, Grade A
- **Bachelor in Science (B.Sc.)** with specialization in **Microbiology** from Mumbai University in 2012, with 2nd Class
- **H.S.C.**, Maharashtra Board in 2009, with 2nd class
- **S.S.C.**, Maharashtra Board in 2007, with first class.

PROJECTS UNDERTAKEN DURING M.B.A

- **Summer Internship Project** in Hindustan Antibiotics Limited.
Topic: Market Research of Cephalosporin Antibiotics in Sindhudurg District. (May'13-June'13)
- **Research Project Topic:** Analysis of problems and challenges faced by sales personnel with reference to pharmaceutical industry in Sindhudurg District (Feb' 2014)

PERSONAL SKILLS

- Hard working and strong will to complete the task successfully.
- True team spirit and dedicated relationship for achieving team goals.
- Good analytical ability, interpersonal skills and readiness to learn.
- A positive approach and perseverance while facing any problem.

ACHIEVEMENT / EXTRACURRICULAR

- Has participated & won prize at College level in:
 - 2nd Prize in Debate competition.
 - 2nd Prize in Personality evaluation Contest
- Event organizer in school and college annual day functions and other events

PERSONAL PARTICULARS

Date of

Birth:16.03.1991

Gender: Male

Marital Status: Unmarried

Nationality:Indian

Languages Known: English, Hindi and Marathi.

Hobbies: Traveling, Reading, Listening to Music, Making friends

I hereby declare that the above information is true to best of my knowledge.

Date: 28.08.2024

Place: Mumbai

Nikhil D.Bhosale