

NILESH CHOGALE

ASSISTANT MANAGER- BUSINESS DEVELOPMENT

Business Development | Customer Relationship Management | Team Management

Address: B/203, Sai Vinayak Mahal Phase II, Opp. Chetna School, Shree Malang Road, Kalyan (East)-421306, Thane, Maharashtra, India.

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Executive Profile

- ❖ A competent professional with **around 7 years** of experience in **Business Development, Lead Acquisition, Channel and distribution Management, Team Management.**
- ❖ Capable of formulating and **implementing Business Development strategies** with hands-on experience in Sales activities, marketing strategies and Relationship Management.
- ❖ Successfully managed **key clients such as Larsen & Toubro, Lodha Group, Capacite Infraprojects, Aditya Birla Group, Vardhman Group** & others for any technocommercial activities during project.
- ❖ Expertise in **identifying prospect clients**, delivering effective presentations based on their requirements and order follow up.
- ❖ Handling channel partners and distributors along with their team to penetrate the market in order to increase market share.



Key Impact Areas

Business Development

Sales & Marketing

Team Building & Leadership

Distributor Management

Key Account Management

SCM / Project Coordinator



Education & Credentials

- **PGDM in International Business** from Pillai's, Institute Of Management, New Panel (Mumbai University) with 69.60% in 2011
- **BE (Production)** from S.S.Jondhale College Of Engineering, Dombivli, (Mumbai University) with 66.27% in 2006



IT Skills

Operating System:

Windows 2000/XP/Vista/ Windows 10 & so on

Software:

Microsoft office, Engineering Design Software (AutoCAD & PRO-E)

Extracurricular Activities

- Acted as a coordinator for events such as Mega Marketing Event (SAMBHAV) and Industry Institute Interface Program during PGDM
- Worked as an active member of Students Association (MESA-PESA) and organized tech fest, paper presentation, seminars, talk shows and environmental activities during BE.



Career Timeline





Professional Experience

1) October'19-till date : SEJAL LOGISTICS (Thane)- Sales and marketing Freelancer

- Working on project to project basis
- Finding the business opportunities (B2B sales) for the organisation.

2) Sep'18-Aug'19: SK Formulations India Pvt. Ltd. (Navi Mumbai)-Assistant Manager-Business Development

- Leading Business Development Activities to achieve revenue targets and to enhance client satisfaction
- Lead generation, setting up an appointment with client for product presentation and technical discussions.
- Working as a single point of contact for all the future requirement Or complaints related to product
- Working closely with authorised channel partners and their teams to manage market mapping resulting in deeper market penetration & reach
- Managing the training and development activities for inhouse team as well as channel partners teams.

3) Jun'14-Sep'18: Kridhan & SteelEra Engineers/Peass Infra Pvt. Ltd. (Mumbai)-Business Development Officer

- Identifying and developing leads by excellent negotiation skills.
- Worked as Project Co-coordinator among various internal teams and Client to ensure smooth supplies.
- Looking after continuous orders and payment schedule from existing clients.

4) Jan'13-Apr'14: Shunya Solution Pvt. Ltd.(Kalyan)-Sales & Marketing Executive

- To sale digital marketing platform such as Google Ad Words,Facebook etc. to increase brand awareness.
- Handling a team of telesales to generate appointments (leads) with business owners (clients).



Academic Projects/Internship

1.Organization: Global Innovsource Pvt. Ltd., Thane | Period: Dec'10-Jan'11 | Client: Tata Motors (Procurement)

Role: Monitored flow of spare parts (materials) from suppliers to customer through coordination with many departments such as inhouse procurement, logistics and supply chain for Palwal (North India) warehouse.

2.Organization:Maxicon Container Line Pvt. Ltd., Navi Mumbai (Marketing Department)

Period:May'10-Jun'10

Project: Study of Business Opportunity for Container Carrier Company in East African Region via Mombasa Port

Role: Conducted market research on East African Ports, Export Import documentation, tracked competitor' activity and performed risk & business analysis

3.Organisation: CEAT LTD, Bhandup

Period : Jan'07- Oct'07

Role: Worked as Graduate Engineering Trainee (GET) in rubber ply cutting division (Tyre building section)

INPLANT TRAINING :.Siemens Ltd., Navi Mumbai (Point Machine Department, Motors Division, Kalwa)

Period:Nov'05-Apr'06

Project:Rejection Analysis with CAPA for Point Machine (Track Changing M/c)

Role: Learning and Managing production planning, scheduling, inventory control, quality checks, rejection analysis, assembly in Point M/C Machine department of Motor division.

Capstone Project: Project related to Tata Motors

Period:May'10-Jun'10

Role: Analysed & studied supply chain management in Indian 4 wheeler automobile marke

Declaration:

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

(Nilesh Ramesh Chogale)