

## **Mahendra Patil**

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### **Present Address:**

A-904, Tulsi Prerna Society, Khanda Colony, Sector 1, New Panvel - 410206

### **CAREER OBJECTIVE**

To be a part of an organization to use my knowledge skills and consistently learn and reform myself.

### **Work Experience**

#### **Business Development Manager at Urban Piper Technology Private Limited (5 June 2023 to 31<sup>st</sup> Oct 2023)**

- Identify outbound strategies that best suits a goal to attract and convert high potential customers.
- Own the full sales cycle from lead to closure for mid-market and smaller sized restaurant chains.
- Lead and contribute to team projects to develop and refine sales process.
- Engage restaurant decision makers by visiting them or engaging them over calls to get them to demo our product offering and convert into paying customers.
- Keep meticulous notes to track engagement with prospective customers, using CRM and other sales tools.
- Be responsible for personal target compliance, reliable revenue forecasting and ownership of sales pipeline as communicated through CRM.
- Assume shared responsibility with the on-boarding team to ensure a smooth go-live experience for customers.

#### **Relationship Manager at Prayosha Food Services Pvt Ltd (15 NOV 2021 to May 2023)**

- Direct sales of Petpooja Pos (SAAS based product software) & VAS to Restaurant owners.
- Gather sales lead from the market and approach restaurants actively and get them on board with PETPOOJA as a partner.
- Maintain a strong relationship with restaurant owners and advising them on issues related to the market and offer solutions on the same.
- Sign contracts with restaurants along and handling the inquiries from existing and new clients, conduct promotional events/marketing activities to develop new contacts and increase user base

#### **Assistant Manager at Reliance SMSL Limited – Navi Mumbai (24 March 2021 to 30 Sept 2021)**

- Drive small and medium enterprise business in the assigned territory.
- Pitch enterprise products and services to prospective customers.
- Create sales funnel and ensure account penetration.
- Manage customer relationships and escalations.

#### **Sales Manager at HDB Financial Services – Thane (June 2019 to August 2020)**

- Manage business through teams at specific dealer counters in the assigned area or region.
- Identify business opportunities and prepare proposals for acquisition of new point of sales.
- Responsible for dealer network relationships and expansion.
- Manage sales profitability and target accomplishments for the assigned dealerships.

#### **Business Development Manager, Pancard Clubs Limited- Mumbai (April 2010 - June 2015)**

- Achieve growth and hit sales targets by successfully managing the sales team.
- Design and implement a strategic sales plan that expands company's customer base and ensure its strong presence
- Managing recruiting, objectives setting, coaching and performance monitoring of sales representative.
- Identify and map business strengths and customer needs.

**Internship:-****SEO Intern ExcelR Bangalore (7<sup>th</sup> Sep 2020 to 7<sup>th</sup> Dec 2020)**

- Off page SEO [Link building]
- Social Bookmarking, Directories, Classifieds Articles Submissions, Web 2.0 submission etc...
- Different Off-page techniques to improve the website rankings.
- Using of various tools which will be helpful for SEO

**Digital Marketing Intern in Kinal Global Care, Navi Mumbai (03 April 2018 to 25 August 2018)**

- Product optimization on social media marketing platforms.
- Improving a company product ranking on B2B portals like Alibaba, India mart etc.
- It Includes product showcase, product posting, keyword analytics and management.
- Maintaining relationship with existing as well as new customers through social media.

Qualification	Board/University	Year	Percentage
Post-Graduation Diploma in Management	Institute of Technology & Management	2017	68%
Bachelor of Commerce	Yashwantrao Chavan Open University	2013	56%
Higher Secondary Certificate	N.N. Paliwala College, Panvel	2007	51%
Secondary School Certificate	Sadhana Vidyalaya, Sion	2005	56.66%

**INTERPERSONAL SKILL**

- Ability to rapidly build relationship and set up trust.
- Sincere, Self-disciplined and punctual.
- Ability to cope up and adapt to different situations.
- Hardworking and goal oriented, with a high degree of flexibility.
- A team player, able to work comfortably with people from diverse backgrounds and experience.

**PROFESSIONAL SKILLS**

- Trained in maintaining the key master data in SAP SD.
- Certified in Digital Marketing.
- Proficiency in Microsoft Excel, Microsoft PowerPoint and Microsoft Office.

**PERSONAL DETAILS**

- Permanent Address : - A-904, Tulsi Prerna Society, Khanda colony, New Panvel- 410206
- Date of Birth : - 16 April 1989.
- Language Known : - English, Hindi & Marathi.
- Marital Status : - Married.
- Nationality/Religion : - Indian.
- Interest & Hobbies : - Swimming, Travelling & Listening Music.

**DECLARATION**

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

Date: \_\_\_\_\_

**Mahendra Patil**