

**Name:** NITEESH BAJPAI

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## **OVERVIEW:**

- Completed **PGDM MARKETING AND OPERATION & IT** from Institute of Marketing & Management, New Delhi.
- Core competency into **MARKETING** in the field of **SALES**.
- Possess good communication & interpersonal skills.
- Good knowledge of IT (MS excel , MS PowerPoint and basic knowledge of computer )

## **EXPERIENCE:**

**ORGANIZATION NAME:** DHSPL (Tatvacare.in)

**Designation:** Area Manager

**Duration:** June 2022 to Till Now.

### **Job & Responsibility:**

- Responsible for handling the complete Doctors Acquisition of the territory.
- Given the Demonstrations of the Doctors and solve all query of the Doctors Or Hospitals.
- To maintain the relationship with Doctors for using Tatvacare software .
- Visit the Doctors of single and multi-speciality clinics and enable them digitize their clinics and Practice.
- Plan Daily Visit with Teammates to assigned market to conduct demo to the doctors and manage deal closure.
- Provide in-depth platform training to the doctors and clinic staff.
- Gathering market and Doctors information and providing feedback to the Product Team for future requirements.
- Update the day to day activities in Zoho CRM.
- Close sales and achieve monthly and quarterly targets.

**ORGANIZATION NAME:** Docon Technology Pvt. Ltd.

**Designation:** Business Development Manager.

**Duration:** April 2022 to May 2022.

### **Job & Responsibility:**

- Onboarding New Doctors and Hospitals on Docon platform and given the Products Demo and handling the complete Doctors Acquisition and given training sessions for the doctor.

- To maintain the relationship with New or Existing Doctors .
- Visit the Doctors of single and multi-speciality clinics and enable them digitize their clinics and Practice.
- Provide in-depth platform training to the doctors and clinic staff.
- Gathering market and Doctors information and providing feedback to the Product Team for future requirements.
- Update the day to day activities in CRM.
- Close sales and achieve monthly and quarterly targets.

**ORGANIZATION NAME: Lybrate.com**

**Designation:** Relationship Manager.

**Duration:** November 2017 to March 2022.

**Job & Responsibility:**

- To generate revenue for the Lybrate by achieving the assigned targets.
- Leading and Closely Monitoring a sales team of 4 Members.
- Daily Team Huddles on call with team members for day planning and motivations.
- Daily Visit to New or Existing Doctors with my Team member.
- Weekly Review on revenue generated by each members and guiding or supporting them to achieve the target before the deadline.
- Onboarding New Doctors and Hospitals on Lybrate platform and given the Products Demo.
- Maintaining and developing relationships with our new or existing Doctors via Face to Face meetings, telephone calls & emails.
- Responsible for onboarding and engaging key accounts Doctors driving overall revenue & growth in our Company.
- Negotiating the terms of an agreement and closing sales with Doctors.
- Driving B2B sales or tie-ups with the Doctors and Hospitals.
- Gathering market and Doctors information and providing feedback on future buying trends.
- Preparing the final report of the month and presenting the same to the RM in monthly Review.
- Update the day to day activities in CRM.

**ORGANIZATION NAME: Indiamart.com**

**Designation:** Assistant Manager.

**Duration:** January 2015 to October 2017.

**Job & Responsibility:**

- To generate revenue for the organisation by achieving the assigned targets.
- Acquire new client in the specified region.
- Handling Team for generate New Demands.
- To find and seek appointment from the potential customer by cold calling and networking.
- Develop proposal and presentation for client meetings.
- To meet the client and explain the services according to need of client.

**ORGANIZATION NAME: Trade India.com**

**Designation:** Business Development Executive.

**Duration:** May 2012 to May 2013.

**Job & Responsibility:**

- To generate revenue for the organization by achieving the assign target.
- To meet with client and convince about the services.
- To find and seek the potential customer by cold calling.
- Responsible for performance and development of the sales.
- To maintain the relationship with clients.

**SCHOLASTICS:**

- Completed PGDM 'Marketing' and 'Operations & IT' from Institute of Marketing & Management New Delhi (2013-2015).
- BBA (HONS.) from Sam Higginbottom institute of Agriculture and Technology Allahabad, Deemed University in (2009-2013).
- 12<sup>th</sup> from Dayawati Modi Public school, Rae Bareli, CBSE Board in 2009.
- 10<sup>th</sup> from Maharishi Vidya Mandir, Fatehpur, CBSE Board in 2007.

**KEY STRENGTHS:**

- Hardworking, honest & sincere.
- Team Build.
- Love for problem solving.
- High on ownership.

**PERSONAL DOSSIER:**

**Date of birth:** 26 may 1992

**Languages:** English, Hindi and Basic French.

**Nationality:** Indian

**Date:**

**Place:** New Delhi

**Name**

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