

Ankit Patel

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PROFESSIONAL SUMMARY

Knowledge Purview

Business Development

Sales & Marketing

Market Research

Client Relationship Management

Channel/Distribution

B2B Sales

An enthusiastic marketing executive with hands on experience with Sales, Market Research and Lead Management. I am highly motivated can demonstrate excellent ability to work in challenging market environment.

- ☛ Flexible and Proactive approach.
- ☛ Possess excellent listening skills and ability to ask questions
- ☛ Possessing creative insights, attention to details and team player approach
- ☛ Friendly with an upbeat attitude. Adroit at learning new concepts, working well under pressure and communicating ideas clearly and effectively

PROFESSIONAL EXPERIENCE

Sales Manager

Dec 2015 – Present **G4S, Rajkot**

- ✓ Reach out to prospective clients through various channels (cold call, meetings etc.) to generate new sales leads
- ✓ Support bid process including bid writing, finalization of commercials and submission of proposal
- ✓ Work with service delivery team seamlessly for execution of contracts and addressing customer issues
- ✓ Complete relevant documents in a timely manner
- ✓ Log relevant data in the sales module
- ✓ Leverage account plans to target existing client opportunities

Sr. Executive

May 2013 – Dec 2015 **CarWale.com, Ahmedabad**

- Acquisition of used car dealers
- Managing relationship with all the dealership Including Pitching, Negotiation, Contracting, Invoicing, Payment Collection .
- Branding on Carwale (Ad space selling)
- Up selling Carwale Products(i.e. Warranty, Rsa, Website...) with existing clients
- Mentoring Team Members for fulfillment of their performance.
- Tracking performance of each dealer by gathering sales and lead generation data on day to day basis
- Collating information from all dealers, analyzing data and presenting findings to Management

EDUCATIONAL QUALIFICATIONS

Qualification	YEAR OF PASSING	SCHOOL/ COLLEGE	UNIVERSITY/BOARD	%AGE	CLASS/GRADE
P.G.D.M (Marketing)	2013	BIMM	SRI BALAJI SOCIETY	70.75	Distinction
B.Pharma	2011	RPCP	Gujarat University	65.05	First
HSC	2007	SGTHS	GSEB	79.20	Distinction
SSC	2005	SPVM	GSEB	85.14	Distinction

CORE COMPETENCIES

- ✓ Excellent in Concepts of Marketing and Sales.
- ✓ Good in Marketing Research and Practices.
- ✓ Excellent in Strategy Implementation
- ✓ Excellent in Verbal and Written communication.
- ✓ Excellent in social networking.

COMPUTER PROFICIENCY

- ✓ Well versed with MS Office-Excel, Word & PowerPoint
- ✓ Internet skills

SUMMER PROJECT:

- Project Title: **Brand Awareness** of Binani cement for Rajkot city
Company Name: **Binani Cement**,
- Project Title : To determine the underlying dimensions which influence consumer buying behavior for a motorcycle
Organization name: Bimm Pune

HOBBIES & INTERESTS:

- ✓ Playing & watching cricket.
- ✓ Watching movies.
- ✓ Painting
- ✓ Exploring new things

PERSONAL DETAILS:

Date of Birth : 20-June-1990
Languages Known : English Hindi and Gujarati
Permanent Address : "AMAR", F-43 ,Ravi ratna park, University Road,
Rajkot, Gujarat
Current Address : "AMAR", F-43 ,Ravi ratna park, University Road,
Rajkot, Gujarat
References : Available on Request

DECLARATION:

I declare that all information furnished above is true to the best of my knowledge

Ankit Patel

