



## Naik Namita Hemant

**MANAGER: Almost 3 years' experience**

**Partner Management | Channel Management | Sales & Business Development | Account Management**

Expertise in generating revenue & growing business with hands-on experience in cementing healthy relations with business partners



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### Profile Summary

- **Strategic Lead Partner & a Secondary Sales Specialist** with rich experience **Partner Management, Channel Sales, Sales, Revenue Generation, & Business Development, Team Management**; identified business avenues and grew company portfolio & created a presence within a short span
- Excellence in spearheading new, and cultivating existing, relationships and **revenue-generating programs** with partner constituents; developing business relationships and designing policies which allow partnerships to thrive
- Proficient in ideating, instituting **partner strategy**, while showcasing independence, liability and self-starter skills; building professional networks; enforcing legally-binding contracts for senior managers
- Exceptional skills in **identifying new strategic opportunities** for untapped market segments through partnering with business representatives on management of partner opportunity cycles
- Leading and managing full cycle of **business development activities** from opportunity evaluation and idea generation to cross-functional planning, due diligence, execution and integration



### Core Skills

B2B Sales
Business Development
Key Account Management
Revenue Generation
Strategic Partnerships
Customer Relationship Mgmt.
Stakeholder Management
Brand Building
Team Building & Leadership



### Academic Details

- MBA (Operations) from Vishwakarma Institute of Management, Pune, affiliated to University of Pune, Pune in 2015
- MBA (Marketing) from Vishwakarma Institute of Management, Pune, affiliated to University of Pune, Pune in 2014
- Bachelor of Science (Computer Science) from Fergusson College, Pune, affiliated to University of Pune, Pune in 2012



### Notable Accomplishments Across the Career

- Conferred as **Start Performer** in all the organization till date
- Overachieved the sales targets, extended the channel partners; received appreciations from channel partners, generated revenue of **INR 3 lakhs per month in current organization**
- Successfully cleared **N5 Japanese Professional** test by Japanese University in 2011
- Certified in **Google Adword Fundamental** in 2015
- Won **Alumini award by college** as **Gems of VIM** in 2016



### Skill Set



### IT Skills

- MS Office, Sales Force, CRM like Vtiger, Lead Square, etc.



### Voluntary Experience

- Intraday Trading
- Member of Sahyadri Trekkers



### Summer Internship

**Organization:** Pragmatics TechSoft Pvt. Ltd.

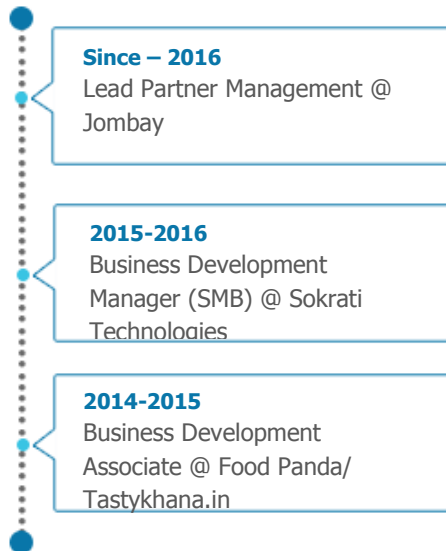
**Period:** May'13- Jul'13

**Role:** Business Development Intern.

- Ensured that Restaurants and Hotels in Indian and few Asian countries were aware of the pragmatics Point Of Sales(POS)
- Identified International Markets in this project



## Career Timeline



## Organizational Experience

### Feb'16 till date

#### Jombay, Pune as Lead Partner Management

##### Role:

- Identifying, creating, leading, negotiating and implementing effective business development agreements that drive results across the business
- Maintaining consultative business relationships with channel partners and gaining exposure to partners' business initiatives to positively impact business & sales proliferation.
- Collaborating with cross-functional teams to structure and execute business initiatives, develop work plans, lead analysis and develop and communicate final recommendations
- Forecasting and reporting business growth and other key metrics, tracking actual progress toward forecasts, driving new business opportunities and ensuring the prompt and proper resolution of business issues with partners; working with a huge portfolio of INR 60 crores
- Leading quarterly business reviews with partners and offering a strategic and analytical perspective of the partnership, identifying areas for improvement and growth

### Feb'15-Feb'16

#### Sokrati Technologies Pvt. Ltd., Pune as business Development Manager- SMB

Acquired customers and designed sales strategies while monitoring sales flow. Established operational process and imparted training to new joiners and focused on pitches and rebuttals. Managed outsourced sales activities and cemented healthy relations with channel partners. Mentored a team of 8 from inside sales, along with 5 Channel Partners.

##### Highlights:

- Augmented revenue increases from scratch till 87% consistently by implementing new sales strategies which was far better for a new vertical in a company
- Improved customer satisfaction by 99-100%, sales team performance and overall sales by organizing international training seminars and executing corporate culture changes

### Jan'14-Feb'15

#### Food Panda/TastyKhana.in(Trinkets Info Services Pvt. Ltd. as Pune as Business Development Associate

##### Role:

- Worked on the Sales force, Cloud agent and CRM while interfacing with restaurants across India for association with Tastykhana.in
- Managed negotiation, identified potential lead and converted them, got restaurants on board handle queries post tie-up
- Implemented new strategies to acquire more number of restaurants
- Retained the old restaurants and got offers from restaurants
- Implemented payment settlement of the client while imparting training new joins' for Salesforce, CRM & Pitch

##### Highlight:

- Recognized as one of the top performers in the team



## Personal Details

**Date of Birth:** 12<sup>th</sup> May 1990

**Languages Known:** Hindi & English, Marathi & Japanese (Basic)

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