

# CURRICULUM VITAE

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## CAREER OBJECTIVE

To handle a challenging role in the fast growing organization, to serve a management where changing circumstances need potential, energy, intellectual skills and provide opportunity & growth.

## Career Experience

- **5 years of Experience in Sales, ISP & Telecom**
- Worked with **JIO SMSL** as a sales assistance manager from july-2021 to jan-2022 at Vadodara.
- Worked with **CERALINK COMMUNICATION PVT LTD - MORBI** as a Marketing Executive from April 2020 to jun 2021.
- Worked with **LIZA TILES PVT LTD** as a Team Leader (Domestic Sales) from Jan-2019 to March-2020 at Morbi
- Worked with **Online network solution** as a sales Executive from July-2017 to December-2018 at Morbi.

## Career Summary

### **JIO SMSL.**

- Managing Enterprise sales of Lease lines.
- Acquire new customers by one to one meeting with enterprise units.
- Build strong customer relationships

### **Ceralink Communication Pvt Ltd:**

- Managing Enterprise sales of Lease lines.
- Managing Enterprise sales & service of **Morbi City & Rural** having around [Type equation here](#).2000++ ceramic industries, Paper units, clock units.
- Acquire new customers by one to one meeting with enterprise units.
- Setup LAN/WAN connectivity's at acquire customers & give 24\*7 hours' service.
- End to End responsible for Customer New enterprise acquisition to end services.
- Collect customer data & analysis it for customer acquisition.
- Direct contacting with recommend customer & responsible for converting it in to final order
- Build strong customer relationships

### **Liza Tiles :**

- Collected data of tile whole seller & construction project of different area of country
- Research trends of tiles design to implement in production.
- Prepare sales person for telephone marketing & digital marketing.
- Meet with Distributors/Whole seller at every part of country to increase sales.
- Guide Sales person & Whole seller regarding promotional schemes.
- Consultative selling approach to build relationship across target market & develop marketing strategy.

## **Online Network Solution:**

- Responsible for maintaining & troubleshooting communication networks like LAN/WAN.
- New acquisition of Enterprise customer (Ceramic Industry) & setup whole communication network for premises.
- Providing Customer service 24\*7 for solving problem.
- Maintaining relation with Enterprise Account & assuring for new account with existing account retention. Manage & monitored all network devices.

## **ACHIEVEMENTS**

- From 0 to reach 50++ enterprise customer (Ceramic Industries) & provide Internet service with 100% uptime & on the spot resolution of any issue. Appraised by Best "Sales & Service" award 2020-2021 with extra bonus.

## **PERSONAL STRENGTHS**

- Leadership.
- Problem-solving and decision-making.
- Communication (written and verbal) Write and edit reports. Communicate effectively inside and outside the organization.
- Teamwork.
- Strong work ethic.
- Initiative.
- Computer/Technology.

## **EDUCATION**

- **B.E in Civil Engineering, 6.04 CGPA 2017**  
L. E. College, Morbi, Gujarat.
- **H.S.C** completed at Atmiya Vidyalaya Rajkot with 68.13 %.
- **S.S.C** completed at B.M Patel Vidyalaya Dhrol with 73.69 %.

## **PERSONAL BACKGROUND**

<b>Name</b>	: Nishant Godhani
<b>Date of Birth</b>	: 13 July 1994
<b>Nationality</b>	: Indian
<b>Marital Status</b>	: Married
<b>Sex</b>	: Male

