

Aniket Diware

MBA in Marketing & Service Marketing
Aniketdiware@gmail.com|linkedin.com/aniketdiware
Contact no: - 9975822652

To excel challenging position where I can utilize my skills and abilities in the field Business Development, Sales and Marketing Management that offers professional growth while being resourceful, innovative and flexible .To be a part of team that dynamically works towards growth of organization.

SKILLS & EXPERTISE

- Software Sales
- CRM Sales
- ERP Sales
- Hospitality industry
- Real Estate
- Mobility Solution
- IT Software Sales
- Cloud Software Sales
- SAP Software sales

Professional Experience

Fourth Dimension software India pvt ltd | Mumbai, In
Business Development Manager (Oct 2016 – Present)

Handled entire Maharashtra region for property management Software, CRM sales, cloud solution, mobility solutions

- Giving software Presentation /Demonstration to clients
- Meeting clients like general manager and director of the company
- Mapping potential customer &generate leads and new opportunity for the organization
- Responsible for maintaining good relation with client
- Maintaining full life cycle of sales process from prospecting to closure

Retransform technologies | Mumbai, In (Oct 2014 - Oct 2016)
Software Sales Business Development for Mumbai Region

- Work with marketing team for Lead Generation
- Responsible For cold calling
- Giving Presentation to clients
- Giving quotation/proposal to client
- Handled in depth knowledge of products and technologies

J.K Marketing (June 2011 - may 2013)
Marketing Executive

- Responsible for direct sales of equipment products
- Doing marketing research, cold calling responsible for sales

Education

Master of Business Administration (MBA) : Sipna collage of engineering and technology| Amravati Maharashtra/2011-2013

Bachelor Business Administration (BBA) : Kesharbai Lahoti mahavidyala| Amravati Maharashtra / 2010

H.S.S.C (Science) : New High School Main | Maharashtra Board / 2007

S.S.C : Takhatmal English High school| Maharashtra Board / 2003

Personal Details

Date of Birth	:- 03/09/1987
Nationality	:- Indian
Marital Status	:- Single
Language	:- English, Hindi, Marathi
Father	:- Dilip Diware
Father's Occupation	: - Regional Sales Manager
Address for Correspondence	: - 402 Awing Samrat Apartment Yashwant Nagar Near Vakola church Santacruz East Mumbai -400055

Computer Proficiency

MS –CIT

Declaration

I, hereby declare that all the information stated above is true to my knowledge and belief.

Date:

Place:

Aniket Diware

