#### Sachin Patil.jpg

#### SACHIN PATIL.

#### Contact No.: +917385566979, +918888439432.

#### E-Mail: [sachipatil@gmail.com](mailto:sachipatil@gmail.com)

***Professional Summary***

Talented, sales-driven, recognized expert in the fields of direct sales and partner channel sales management. Equipped with 15+ years of experience in the areas of sales, marketing, business operations and development. Eager to advance my career and obtain a sales director position within a reputable, growth-oriented company.

***Competency Covers***

Strategic Planning Sales & Marketing Operations

Business Development Collection Management

Distribution Management Construction Regulatory Compliance and Standards

Product Promotions Client Relationship Management

Industrial Relations Team Supervision

***Educational Qualification***

* B.Com from Yaswant Rao University, Nasik

***It Skills***

* Diploma in Computer Applications from Kirti Computer Classes
* Application: Ms-Word, Ms-Excel, Ms Outlook, Ms-Power point.
* Others: Basic of In
* Internet and Handling E-mail

***Organization History***

**July 2020 to Till Date Ceramic Decor. (Spanish Tiles)**

**Marketing & Export Manager (Mumbai, Maharashtra)**

* Work with marketing product managers to develop, execute, and manage ongoing Marketing projects and campaigns.
* Establishing and implementing departmental policies, goals, objectives, and procedures.
* Maintaining a good relationship with clients to ensure continuous business growth.
* Developing sales strategies to achieve short- and long-term sales revenue objectives.
* Communicating regularly with customers and managements to discuss advertising projects progress, status and issues if any.

**Jan 2018 to June 2020 Asian Granito India Ltd.**

**SR. Area Sales Manager** (Dahanu to Churchgate)

* Responsible for sales of Walls and Floors tiles, perform duties of managing area wise Distributor and dealers’ network. I appointed 3 Distributors, and trying to appoint more.
* Identifying new market segment, targeting business clients, and establishing relationship.
* Engaged in developing strategies to the impact of working environment is best with all kind of supports from clients was great.
* Independently identified solutions to problematic issues for the products.
* Collecting data base, monitoring competitor’s activities.
* Set up and manage the dealer’s network, Good relationship with an Architects, An Interior Designers, The Builders and Corporate Sectors.

**Nov 2014 to Aug 2017 West African Ceramics Ltd. (Nigeria)**

**Regional Sales Manager** Central Market (Abuja, Dei Dei Market, Mararba Market, Gudu Market & Kaduna, Jos, Bauchi, Kano, Katsina, Sokoto, Birnin Kebbi)

* Market development from 12 dealers to more than 40 dealers as per the production capacity of the plant which was approx. 950 Million per month with 4 line of production with 100 percent advance payment system.
* Decentralized the dealers network from 7 markets to 9 states market and spread the risk factor of the company.
* Successfully launch new products 30x60, 60x60, 80x80 floor Vitrified tiles, 25x40 Wall Tiles in Ceramics in the market, new pattern in the market which was not seen or used in the Nigerian market.
* Arranging the meeting with various trade unions, tillers associations, engineers, architects, and taking them to factory visit as a regular interval.
* Followed the push strategic for the promotion the new sizes and introduced new products/series in the Nigerian market and create the market for it.
* Take Initiative to sale the high Price Value Products, and create market for it.

**Feb 2010 to Sep 2014 R.A.K. Ceramic India Pvt. Ltd. (Mumbai)**

**Territory Sales Manager** Out of Octory (Vasai, Virar, Palghar, Boisar, Dahanu)

* Drive sales volume, maintain and grow existing accounts; appointed 4 Distributors at Vasai, Virar, Palghar, Boisar and Dahanu.
* Identified industrial wise marketing, direct marketing and exploring new markets and tapping profitable business.
* Successfully achieved sales and collection targets. Cleared all due outstanding of distributor on quarterly basis.
* Analyses competitor activities in the region and assessing opportunities for business development.

**Jun 2005 to Dec 2009 M/s JayBee Marble Pvt. Ltd. (Navi Mumbai)**

**Sales Executive** (Showroom Sales & Outdoor) - Navi Mumbai (Vashi, Sanpada, Nerul, CBD Belapur, Panvel.

* Successfully learned to sales, marketing, accounting, collection process and demographic Understanding of area, this company teaches me the tools of sales, it helps me to promote myself, and grow with the company and product understanding.
* Handled activities pertaining to Gathering Market information, collecting data base, monitoring Competitors’ activities while trying to expand company base of distributors and dealers.
* Understanding of customers requirement, demand, area calculations, granite, marble cutting, their calculations.
* Understanding of ceramics industry was learning process in this company.

***Personal Details***

Profile: Male, Married, 3 Kids. (1 Daughter & 2 Sons)

Date of Birth: 25th September 1979, 40 years

Nationality: Indian

Current Location: Mumbai, India.

Permanent Address: Flat no. 702 A Wing, Samarth Apt., Shree Swami Samarth Nagar,

Nana Nani Park, Virar (E). Mumbai Pin - 401305.

Languages Known: English, Hindi, Marathi and Gujarati

Passport No.: L2866774: Valid till: 21st July 2023

Family Details: 5 dependents