

# Nilesh Bhusal

Business Development Manager

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📍 : Aurangabad, Maharashtra



## Professional Summary

I'm Post Graduate in Management with 7 years of business development experience in international and domestic markets. I'm skilled in team management and achieving sales revenue targets. My forte is in technical marketing which requires in-depth product knowledge and its applications.

## Professional Experience

### 1. Matrix Fine Sciences Pvt. Ltd, Aurangabad Business Development Manager

Oct 2015 – Till Date

- Currently managing team of 3 marketing executives.
- Responsible for marketing of Natural Vitamin E (Tocopherol), Phytosterol, Squalene and Biodiesel.
- Lead generation in Food, Pharma, Nutraceutical, Cosmetics & Feed industry.
- Currently catering India, Middle East, Africa, Europe, USA-Canada markets.
- Assessing clients' queries and providing product application knowledge.
- Market research for new product development and new applications.
- Technical document preparations like product data sheet, MSDS, brochure & other marketing related documents.
- Attending international seminars, exhibitions and branding activities.

#### Achievements:

- Instrumental in increasing sales revenue from 3 Cr. to 11 Cr. within span period of 4 years and added 200+ new clients to company's portfolio.
- Facilitated multiple customer audits by coordinating with different depts.
- Represented company at VitaFoods Europe exhibition, Geneva Switzerland in 2018. It is world's biggest Food and Nutraceutical industry event.

### 2. Self-Employed

Nov 2012 – Sept 2015

- Ventured into Agri-Business – Pomegranate cultivation and organic fertilizer.
- Worked as marketing representative for Euclid Infotech Pvt. Ltd. for 1 year.

## Educational Qualifications

### 1. Post Graduate Program in Management (PGPM) 2007-09

Indus Business Academy (IBA), Noida  
Specialization: Marketing  
Percentage: 60%

### 2. Bachelor of Science (B.Sc.) 2002-05

Deogiri College, Aurangabad  
Specialization: Chemistry  
Percentage: 70%

### 3. Higher Secondary Certificate [H.S.C] 2002

Deogiri College, Aurangabad

### 4. Secondary School Certificate [S.S.C] 2000

St. Paul's High School, Aurangabad

## Personal Skills

- Techno-Marketing skills especially for speciality chemicals.
- Written & verbal communication, presentation & interpersonal skills.
- Ability to convince & persuade.
- Ability to think multi-dimensional solutions to any problem.
- Positive approach and Perseverance.
- Quick learner & ability to grasp complex and technical subjects.

### 3. Euclid Infotech Pvt. Ltd, Mumbai

Feb 2011 – Oct 2012

Business Development Executive

- To develop new clients in USA, Europe, Africa, Australia & Gulf region.
- Facilitate clients to participate in international government tenders & provide consulting services in International Competitive Bidding (ICB).

#### Achievements:

- Qualified for performance incentives on multiple occasions.
- Generated 54 new international clients which helped our team to achieve its quarterly sales targets on regular basis.
- Client retention – Retained 52 out of 54 clients on yearly basis.

### PGPM Summer Internship

Bajaj Auto Limited, Aurangabad

Apr – Jun 2008

- The project dealt with the ‘Evaluation of Effectiveness of Training & Development Program’ conducted for the workers at Bajaj Auto Ltd.
- Evaluated the training program on different qualitative aspects.

### Academic Achievements

- AMCAT certified in English proficiency & comprehension.
- 2<sup>nd</sup> Position among 90 students in Business Quiz conducted by Prof. Justin Paul, IIM Indore.
- Presented project on controlling plastic pollution by its use in tar road construction at Inter-school science exhibition event at district level.
- Best Student of the Year award in 10<sup>th</sup> Standard (2000).

### Hobbies & Interest

- Reading fiction books, motivational non-fiction, newspaper articles.
- Travelling and meeting new people.
- Listening to soft music, old Hindi songs and watching movies.
- Drawing and painting.

### Declaration

I declare that all information mentioned herein is true and accurate as per my belief and knowledge.

Place: Aurangabad

### Personal Information

- Name: Nilesh Eknath Bhusal
- Father's name: Eknath Yadav Bhusal
- Date of Birth: 25<sup>th</sup> August, 1983
- Marital status: Married
- Nationality: Indian
- Languages : English, Hind, Marathi
- Passport: Yes

### Computer Skills

- Proficient in Ms-Windows Office Word, Excel, PowerPoint, Outlook, etc.
- Social networking and digital marketing.
- Certificate course in IT (MS-CIT).

### Key Professional Skills

- Proactive in assessing client's actual requirement and its best solution.
- Exceptional customer service. Believes in always delighting the customer.
- Ability to strive and create win-win situation in most of the scenarios.
- Articulates goals and action plan among team members by drawing appropriate analogies & real-life situations.
- Leadership skill driven by Inspiration and motivation to create positivity.
- Strong and honest desire for value addition to the organization.

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