

# Nihal Jamadar

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## Professional Summary

Dynamic and results-driven Sales & Business Development Professional with 3+ years of strong experience across corporate sales, dealer development, client acquisition, and field marketing. Specialized in Epson printer channel management and corporate IT solutions, with proven ability to drive revenue, close high-value deals, and expand business networks. Skilled at relationship building, negotiation, lead generation, and delivering impactful presentations to corporate clients.

## Core Skills

### Sales & BD:

- B2B Field Sales
- Dealer Network Development
- Corporate Client Acquisition
- Product Demonstrations (Epson Printers)
- Negotiation & Deal Closing
- Lead Generation & Follow-ups
- Proposal & Quotation Creation

**Technical:** Epson Printers, Corporate IT Solutions, ERP, WiFi Solutions, WhatsApp API, Chatbots

**Soft Skills:** Client Handling, Communication, Presentation, Time Management

## Education

- BBA (3rd Year – Final Year), Bharti Vidyapeeth, Sangli
- HSC – Chate Jr. College of Science, Sangli
- SSC – Ideal English School, Miraj

## Certifications

- MS-CIT
- ExcelR – ChatGPT & Generative AI

## Business Development Manager – Epson & Corporate Solutions

Veetrag Computers Pvt. Ltd., Sangli (Feb 2025 – Present)

- Conducting field sales for Epson Printers & Corporate IT Solutions
- Dealer expansion & reseller onboarding
- Corporate visits: education, hospitals, banks, industries, government offices
- Epson printer demonstrations & corporate presentations
- Preparing quotations, proposals & solution drafts
- Coordinating installations & technical support

## Marketing Head

Business Mantra Marketing Services (2023 – 2025)

- WhatsApp API, Chatbots, Web Design & Digital Marketing
- Acquired and handled 50+ clients via field marketing

## Business Development Executive

ILA Pharmacon (2022 – 2023)

- Doctor visits, stockist relationships
- Increased product reach

## Additional Expertise

- Corporate B2B selling
- Institutional sales
- Government, school & hospital solution pitching