

Contact

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Top Skills

Customer Service
Negotiation
Cross-functional Team Leadership

Languages

English (Native or Bilingual)
Malayalam (Native or Bilingual)
Tamil (Professional Working)
Hindi (Native or Bilingual)

Nashad Latheef

Senior Growth and Partnerships Manager - India & Pakistan at
Goama
Hyderabad

Summary

- +7 Years of experience in Business Development and Partnerships
- Experienced problem solver with a demonstrated history of working with large teams and stakeholders.
- Skilled in Business strategy, P&L management, Process improvements, Business development and product launch.

Experience

Goama

Senior Growth and Partnerships Manager - India and Pakistan
July 2021 - Present (5 months)
Telangana, India

Achieving revenue targets by growing existing accounts and actively seeking out new partnerships and customers.

Leading negotiations and building relationships with relevant partners and potential affiliates or agencies

Building and maintaining strong, long-lasting customer relationships.

Maintaining direct communication with key accounts and affiliates and follow-up campaigns and projects.

Overseeing customer account management, including negotiating contracts and agreements to optimize the benefits to both the company and accounts

Cooperating closely with cross-functional internal teams, including Marketing, Product and Service Delivery, to ensure timely and successful delivery of services and operational matters to improve the entire customer experience.

Brainstorming new and creative growth strategies & plans as well as executing and measuring success of initiatives.

Clearly communicating progress of initiatives and preparing performance reports with actionable insights

Milaap

Regional Lead - Business Development & Partnerships

November 2017 - December 2020 (3 years 2 months)

Bengaluru, Karnataka, India

Responsible for the growth of Medical Crowdfunding market in South India. Managing and growing relationships with the existing hospital partners and hunting for new partners.

Handling a team of 4 in South India for Relationship Management, and reporting to the Head of Business Development.

With the help of the team, forge new partnerships for Medical crowdfunding needs.

Works closely with cross-functional teams (Content team, Digital Marketing Team and Finance Team) to manage end to end process of crowdfunding campaigns.

Zomato

Sales Manager

March 2017 - October 2017 (8 months)

Kochi, Kerala, India

Launched the Online Ordering product in Kochi.

1st hire for Online ordering in Kochi

Handling Online Ordering Kochi city completely.

In charge of both acquisitions and market growth.

Achieved 30% market growth, month on month from the date of joining.

Responsible for any volatility in the new market.

Responsible for all the hygiene factors in a city.

Overseeing the performance of 240+ restaurants under o2 in Kochi through Sales Associates.

Single point of contacts for Restaurant Chains, responsible for their month on month revenue and volume growth.

PSTakeCare

Key Accounts Senior Associate

January 2016 - March 2017 (1 year 3 months)

Mumbai, Maharashtra, India

Was handling the flagship product of the company and launched it in Mumbai, Bengaluru and Kolkata.

Getting top hospitals in India onboard for our flagship product.

Had to convince CEOs and Board of directors of top hospitals and get them on board for our flagship platform.

Negotiate the revenue share with the Clients.

Was handling a team of Senior Sales executive, Sales executive, Content executive and Sales and marketing interns

Directly reporting to the Zonal Manager.

Practo

Territory Sales Manager

November 2014 - December 2015 (1 year 2 months)

Hyderabad, Telangana, India

Responsible for the achievement of Target in the assigned territory

Had to book appointment with doctors, Identify their need, give the demonstration of the product, explain the ROI and convince them to take the product.

Train the customers and make them comfortable in using the product.

Need to identify the market behavior and handle the objection accordingly.

Had to mentor and train the new Territory Manager

Education

University of California, Los Angeles

PGP Pro, Business Administration and Management, General · (2021 - 2022)

University of Hyderabad

Master of Business Administration - MBA · (2012 - 2014)

Kerala University, Thiruvananthapuram

Bachelor of Commerce - BCom, Income Tax · (2008 - 2011)