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| Somnath Patil  **Phone**: 09972306677  **E-Mail:** somu\_patil999@yahoo.com | **Resourceful big picture thinker who confidently champions business objectives through effective Sales / Sales Operations / Business Development.** |
| **PROFILE SUMMARY**   * Accomplished professional experience leveraging **over 11 years** of proven success in evaluating client requirements and delivering strategic solutions to Sales, Product, and Distribution Management & Business Development environment. * Established distributor & dealer network for channel towards the organization’s goal of achieving turnover. * A keen performer with capacity to achieve results through a combination of capability, creativity, interpersonal skills and commitment levels.   **CORE COMPETENCIES**  **Strategic Sales & Marketing | Dealer Development & Management | Business Development | Training & Development | Strategic Alliances & Partnerships | System Implementation | Team Building & Leadership | Operational Excellence**  **Professional Forte**  **Business Development**   * Conceptualize & execute strategies to achieve pre-set targets and ensure profitability. * Monitor competition and devise effective counter strategies.   **Channel Management**   * Developments of new Dealers/ Distributors/ Business Partners to enhance market reach. * Guide and train channel staff to enable achievement of sales and revenue targets.   **Key Account Management**   * Analysing their requirements and Ensure speedy resolution of queries, maintain excellent relations with key clients.   **Team Management**   * Laying down system to ensure positive attitude, cultivating team spirit with integrity. * Monitoring Targets Vs Achievements week wise/day wise * Motivating the team by having achievements sessions.   **ORGANISATIONAL EXPERIENCE**  **Current work exp:**  **Joined in Feb ’19 – Currently Working in HMD GLOBAL for Nokia for North Karnataka Region (Distribution and Channel Sales)**  **Previous Work Experience**  **Sep ’15 – May’18 With VRP Telematics’ Pvt Ltd as Branch Manager (AP & TS State, for Redmi & Infocus Brand)**    **Key Result Areas:**   * Exploring potential business avenues & managing direct sales operations for achieving the business target. * Developing relationships with key decision makers via channel partners/ directly for business development. * Monitoring, recruiting, training & motivating the manpower & ensuring quality deliverables in the market. * Driving successful creation of new distribution channel which involved defining and implementing new processes, designing market coverage plans. * **Accomplishment:** * Exhibited leadership in establishing Distribution Network across AP & TS, streamlined processes to ensure smooth functioning of operations.   **Apr’11-Aug’15 with HCL Info systems Limited as ASM for Nokia Brand.**  Apr’11 – Feb’12 Telangana  Mar’12 – Aug’15 North Karnataka  **Accomplishments:**   * Led establishment of territory (Telangana Region North Karnataka); augmented business of 14 crores against 6 Crores within 18 months * Effectively enhanced NPD retail sales contribution from 8 to 14% * Recruited 6 Micro Distributors ; resulting in business of 3 Crores * Acknowledged for developing “Nokia” through massive visibility support; generated business volume to Rs.14 Crores * Sustained zero loss to channel by strictly monitoring price drop cases of dealers   **PREVIOUS EXPERIENCE**  **Sept’09 – March’11 with Bright Point India Pvt Ltd as Sr.Team Leader**  **April’07 – Aug’09 with Reliance Communications Ltd as Customer care Retentions Lead**  **Feb’06 – April’07 with Bharti Airtel Ltd as Sr Executive CSD, Warangal**  **EDUCATION**   * MBA (Marketing) from Kakatiya University, Warangal in 2006 * B.com. (General) from Kakatiya University, Warangal in 2003     **PERSONAL DETAILS**  Date of Birth: 31st Aug 1983  Current Address: Flat No –P Block G8, Aparna Cyber zone Nallagandala, Hyderabad.  Languages Known: English, Hindi, Marathi, Kannada & Telugu | |