**Nikhil Golhar**

**6+ years’ Experience in Sales and marketing domain.**

* **Results driven, client-focused professional with 6+ years experience in finance, accounting, marketing, sales, field/project management, administration. Knowledge of computer networks, software applications, ERP & CRM.**
* Fast track professional with 6+ years of experience working with multinational companies across diverse industries.
* Driven a sustained energy towards customer’s success by delivering right solutions and effective support which aligns with their roadmaps.
* Drive 360 degree view of accounts and identify/create opportunities, build solutions, in case needed drive PoCs with technical team members and help customer to build business case.
* Effective communicator who seeks positive resolution to problems through active listening and Commitment to integrity.

**Areas of Expertise:**

** Business Technology**

** Project Management**

** Sales & Marketing**

** Cost Accounting**

** Financial Analysis**

** Quality Control**

** ERP & CRM Systems.(medical ERP and fusion ERP).**

**Functional Skills:**

**Trained on Microsoft Dynamics ERP Financial Management, Trade and Logistic Module:**

**Trade and Logistic Module:**

* Vendor Management, Purchase Order
* Customer Creation, Sales Order
* Warehouse, Site and Location management
* Quarantine Management
* Product and Product master
* Dimension Tracking, storage and Product.
* Purchase Requisition, RFQ.
* Primary domain as Finance, Accounting and capital Market

**Financial Management:**

* General ledger Posting, Voucher
* Main Account, Chart of Accounts, Trial Balance
* Financial Statements BS and P&L.
* Bank and Cash Management.
* Accounts Payable , Purchase , Vendor Invoice and
* Accounts Receivable Sale and Customer Invoicing.
* Tax-Sale Tax, VAT, Excise, Withholding tax.

**Recent Skills**

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| --- | --- |
| * Product Positioning & Branding * Creative Team Leadership * Design Innovative methods of selling/convincing | * Sales Collateral & Support * Assistance in Marketing Strategies * Cloud offering * Process & Result oriented in Sales/Marketing |

**Awards & Certification**

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| --- |
| * Best Marketing Personnel – Troika * Best Marketing Personnel – Cipla |

**Professional Experience -**

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| --- | --- |
| Organization: | Prakrut Software Solution Private Limited |
| Tenure: | Oct 2013 till date |
| Designation: | Business Development Officer |
| Profile: | Sales Lead |

|  |  |
| --- | --- |
| Organization: | REELABS Private Limited |
| Tenure: | Mar 2013 to August 2013 |
| Designation: | Business Development Manager |
| Profile: | Sales Lead |

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| Organization: | CIPLA Limited |
| Tenure: | Jan 2011 TO Oct 2012 |
| Designation: | Business Development Manager |
| Profile: | Sales Lead |

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| --- | --- |
| Organization: | Troika |
| Tenure: | Sept 2009 TO Jan 2011 |
| Designation: | Business Executive |
| Profile: | Sales Team Member |

1. **Prakrut Software Solutions Pvt. Ltd.**

Responsible for

1. Using and dealing in the software’s for inventory control, sales and purchase and account managements.
2. Drive business for company.
3. Build a trust business relationship with customers.
4. Build a 360 degree view of accounts and drive strategy to solution selling.
5. Develop business and solution selling engagement.
6. Be a trusted advisor to customers.
7. Coordinate with internal and customers teams.
8. **Reelabs Private Limited**

Responsible for

1. Responsible for 2.5 lacks business of Reelabs in pimpri chinch wad.
2. Work as business development Manager to build trust on Reelabs.
3. Meeting doctors and clients scheduling the presentation time and giving the presentation to the clients for the business.
4. Develop business growth by giving Solution selling engagements.
5. Perform consulting role for customers to accommodate future needs and give confidence on Technology to them to make decisions faster.
6. **Cipla Limited**

Responsible for

1. Meeting doctors for the product promotion at doctor’s level.
2. Meeting chemist’s stores for the product availability and the products sell.
3. Meeting paramedics and train them with the new research methodology to keep the patient compliance and better modification in the line of treatments.
4. Develop business and solution selling engagement with customers.
5. Conduct workshop for Customers and Patients and drive the roadmap discussions on their current issues regarding the medicines.
6. Manage resellers and distributors.
7. **Trioka Pharmaceuticals**

Responsible for

1. Meeting paramedics and train them with the new research methodology to keep the patient compliance and better modification in the line of treatments.
2. Develop business and solution selling engagement with customers.
3. Meeting doctors for the product promotion at doctor’s level.
4. Meeting chemists stores for the product availability and the products sell.
5. Manage resellers and distributors.

**Competencies**

|  |  |
| --- | --- |
| **Competencies** | Market Development, Account Management, Presentation and Communication Skills,  Cloud Computing (Software as-a-Service, Platform as-a-service) |

**Education**

**Pune University –** Masters in Business Administration with 60%(I.B.M.R.)(2016) Wakad Pune.

**Pune University** – Bachelor in Business Administration with 58%(C.C.S.)(2014) Wakad Pune.

**MSBTE –** Diploma in Pharmacy with 72%(S.M.B.T)(2009). Institute of pharmacy Nasik.

**MAHARASHTRA STATE BOARD –** H.S.C with 43.46% (Nav Maharashtra junior college)(2007) Pune.

**MAHARASHTRA STATE BOARD –** S.S.C with 57.60% (Nirmal Bethany convent school) (2005)Pune.

**Personal Details**

**Date of birth:** 18/08/1989

**Address:** 113/4b/2 sankalp niwas shiv shakti colony nadhe nagar kalewadi pimpri pune 411017

**Email id. :** golharnikhil01@gmail.com

**Phone:** +91 9970996458 / 9028405302

**Passport number:** k3587786

**Pan number:** AOPPG7211L

**Current CTC:** 400000 per Annum.

**Expected CTC:** 500000 per Annum.

**Notice period:** 15 days

**Reference on Request ⚫Open for Relocation ⚫Open for travel**