**Mr. Nilesh Salvi**

**MMS / MBA –Digital Business Management** Contact Details**:**

**Specialization – Digital Marketing** Email address: [**nileshsalvi2890@gmail.com**](mailto:nileshsalvi2890@gmail.com)

**B.Sc. (Information Technology)** Mobile No: **9527680701**

**Objective:**

“A challenging position in the corporate world that will offer me an opportunity for continued professional growth & organizational development.”

**Brief Profile:**

* MMS in Digital Business Management (**Digital Marketing**).
* Team Leader with **3.1 years of experience** in Sales & Marketing.
* Currently leading a team to manage sales on **12 Amazon & EBay** platforms for Europe region

& 5 official websites.

* Currently appearing advanced digital marketing global level certifications in Google Adwords, Google Analytics, SEO, SEM, SMM, Email-Content-Affiliate-Ecommerce Marketing etc.

**Core Competencies:**

* Good Interpersonal and Analytical Skill.
* Sales & Negotiation skills.
* A team player & leader.
* Creative & Flexible in work.

**Professional Experience:**

**Knoxed Info Tech Pvt Ltd. Viman Nagar, Pune**

**Assistant Team Leader (Sales & Marketing)****June 2017 to Nov 2017**

As a ATL, I have established the new sales and marketing department in India by developing the process to improve the sale on individual platforms.

**Responsibilities:**

* Assisted Client with business plan, Branding, advertising and marketing to increasing Gross sales on E-commerce platforms.
* Supervise and manage a sales staff; communication job expectation and provide direction, support and motivation to sales team to meet agreed targets.
* Designed and crafted marketing & e-marketing Material on a range of projects, for brochures, images, brand pages and advertisements.
* Initiated, managed, scheduled and organized Project of Brand Enhancement for all Amazon Platform which include Graphic and support team Participation.
* Mined and analyzed customer database and online reviews to identify purchasing trends and designed new sales and marketing strategies.
* Helped IT team to developed new modules and interface for sales team.
* Updating weekly and monthly reports to Sales Director of company.

**Home Revise Education Pvt Ltd.(ISO 9001:2008) Chiplun, Ratnagiri**

**Team Leader (Sales & Marketing) Jan 2014 - Jan 2017(3.1 years)**

As a TL, I have established & set up the correct process & system of sales and marketing for my branch, to increase the sales revenue of my organization.

**Responsibilities:**

* Revenue Generation through direct sales of home revise products.
* Recruiting new education counsellor and sales executive and training them to work on field.
* Evaluate the manpower on existing criteria and define the need for more people based on the Sales forecast and the Target.
* Achieving daily, weekly & monthly target.

**Summer Internship Project:**

Organization:  **Neena Raut Films & Entertainment Pvt. Ltd. Mumbai**

Duration**:** **1.5 months**

Project Title**:** **“Study Of Content Writing & Social Media Marketing Strategies**

**For NRE Pvt. Ltd.”**

Details: **A detail study on how to create the effective content & connect it to social media,**

**how to establish the potential target audience for your content & how to increase**

**the people engagement for your page, blogs and websites.**

**Academic Details:**

**NES IMS, Mumbai University** *5.24 (CGPA)*

*MMS/MBA-Digital Business Management, 2017*

**Mumbai University**, **Chiplun** *61.67% Bachelors of Information Technology, 2012*

**H.S.C (Kolhapur Board, Maharashtra)** *47.17%*

**S.S.C (Kolhapur Board, Maharashtra)** *73.86%*

**Awards & Achievements:**

* Secured 1st Runner-up prize in **Market Mania** Competition organized by VSMSIBM.
* Secured 3rd prize at **MNP** project in IT Exhibition Competition.
* Participated in IT Exhibition with project **UDRS** System.
* Won more than 30+ awards & prizes in various **Chess** competition & tournaments.

**Personal Details:**

Date of Birth: 28th October, 1990 Languages Known : English, Hindi and Marathi.

Interest & Hobbies: Making New Friends, Talking, Reading, Travelling, Playing Chess etc.

NILESH PRABHAKAR SALVI