**Nikhil Patil**

**Email ID** - [Nikhil2944@gmail.com](mailto:Nikhil2944@gmail.com)

**Contact No. -** +91-7680082184 / 7517737405

**Career Objective**

To work for an organization which gives me an opportunity to improve my skills and knowledge to grow along with the organization objective.  
  
**Profile Summary**

* An enthusiastic fresher with highly motivated and leadership skills having bachelors of engineering degree in Mechanical Engineering.
* Expert in implementation of each step of project.
* Eager to learn new technologies and methodologies.
* Always willing to innovate new things which can improve the existing technology.

**Professional Experience**

1. **Knowledge Hub** – Madhapur, Hyderabad  
   **Business development Manager,** 16th Nov 2015 to 26th May 2016

Knowledge Hub, paving its way for technological advancements in education and making every classroom in the region technologically integrated enables the students to prepare for the 21st century.

**Responsibilities**

* Maintain strong relationships with key contacts in existing accounts and develop new accounts.
* Develop incentive and marketing programs for customers.
* Conduct client presentations and negotiations.
* Provide quotes on major projects and manage account transitions.
* Leverage my technical and industry-specific knowledge to develop strategic business development plans and B2B sales strategies.

1. **Growfitter**

**Business Development Manager,** 22nd Sept 2016 to 7thApril1 2017

Growfitter established in 2015 is an online portal for all fitness service providers including a plethora of Gyms, Yoga, Zumba, TRX, CrossFit, dance and much more. It is a platform which provides Ratings, Member reviews, Virtual views, Videos, Testimonials and thus assisting customers to take an informed decision when it comes to choosing the best Fitness option. We work as online channel partners for fitness centres.

**Responsibilities**

* Generates a lead using different sources like telephone, google search, justdial to target the fitness centers.
* Explain in detail about the how growfitter works and how it can help fitness centers to grow in the market.
* Finalize the deal with the fitness centers for the tie ups.
* Maintains strong relationship with the owners, managers, clients, etc.
* Take reviews from customers, members, owners, managers.
* Analyze the market of the city, do strategic planning for the promotion, marketing and digital marketing and establish the name of the growfitter in the market.

**Personality Traits**

* Highly motivated and eager to learn new things.
* Strong motivational and leadership skills.
* Ability to produce best result in pressure situation.
* Good communication skills in written and verbal both.
* Ability to work as individual as well as in group.

**Academia**

* Graduated from Gurunanak Engineering college in the year 2013.
* Completed Intermediate from NarayanaJunior College (kompally), Hyderabad in 2009.
* I have done with my schooling in the year of 2007 from St.Aloysious High School, Yavatmal.

**Technical Qualification**

* 2D Drafting Package: AutoCAD
* 3D Drafting Package: Solid Edge
* Internet Savvy
* MS Office, Excel, Q-Basic, Power Point
* C Language

**Project**

1. **Anti-lock Breaking System**  
   Duration -3 weeks

Description - My first project was at Hindustan Motors, Hyderabad where i studied Anti-Lock Breaking System involved a detailed study of its operations, uses, applications and importance.

1. **Design of H-type Lifting Beam**  
   Duration – 4 months

Description - My major project was carried out at Research Centre Imarat, DRDO, Hyderabad. Where the Design of H-type Lifting beam was designed to lift the missile motor and the motor weighed around 40 Tons which needed to be handled properly while transporting, assembling and testing.

**Achievements**

* Have participated in the “Automobile & Engine Designing Using Reverse Engineering” Under the aegis of Technical Operations and Research Department at Metawing Technologies Pvt. Ltd. At Delhi.
* “Member Of ASME”Attended workshop conducted by ASME.
* Have represented my college in Football, Cricket and Basketball at University level.
* Have participated in state level drawing competitionorganized by Kalabharati Child Art Institute, Aurangabad.

**Extra-Curricular Activities**

* Participated in Robotics at College Fest
* Playing Traditional Sports
* Reading Books

**Personal Details**

Languages Known- Hindi, English, Marathi, Telugu  
DOB - 08/29/1990

**Address**

S/o Sunil RamraoPatil,

‘Patil Wada’ at Nimbadevi,

Post akoli(bk),

Taluka – ZariJamni,

District – Yavatmal,

Maharashtra, India.

Pin code – 445302

**Declaration:**

I, the under signed, certify that to the best of my knowledge and belief, this data is correctly described me and my qualification**.**

**Place:** - Hyderabad

**Date:** - 18/03/2018

**Nikhil Sunil Patil**