**Nikita Kandalgaonkar**

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|  | **Summary**  Develop myself into a world class professional through continuous learning and research, who can handle managerial aspects of business efficiently at all levels of the corporate ladders. Target and result oriented, proactively identify revenue generating opportunities with analytical and logical skills. |  |  |  |  |
|  | **Skills**  Team Management, Customer handling, Inside sales, International sales, B2B sales  **Education**   * Certification in marketing- UCLA Jan’ 2016-17 * Masters of business administration (Marketing)- Mumbai university, India Jun’ 2011-13 * Bachelors of business administration (Marketing)-Mumbai university, India Apr’ 2008-11   **Relevant courses**  International business, Logistics and Supply chain management, Brand management, Advertising and promotions, Public relations, Strategic management, CRM, Financial Management, Managerial accounting, Costing, Business Statistics and Market research analysis. |  |  |  |  |
|  | **Work Experience**  **IT Solutions India Pvt. Ltd- Assistant manager- Inside sales (July 2014- Dec’15).**   * Representing the organization during the meeting with clients to generate requirements, understand their IT road maps to ascertain ways of initiating business and consult the products and solution best suited. * Penetrate into all targeted accounts, identify decision makers within targeted leads to initiate and radiate sales on Salesforce. * Create opportunities for software and hardware sales (security, storage and backup solutions, Adobe and Microsoft licensing and renewals, Office 365, infrastructure, networking, servers etc.) * Collaborate with technical team, product manager and OEM to determine and recommend best solution suiting the client requirement. * Follow up and negotiate for leading to closure of the deal. * OEM products handles-Microsoft, IBM, Veritas, HP, Cisco, Dell, Symantec, MacAfee, Adobe, Websense, and Trend Micro.   **Change Networks Pvt. Ltd- Senior sales representative- International sales (July 2013-July’14).**   * Contacting the various levels of partners of Cisco as well as leading dealers of networking hardware products located across the globe and exploring international market. * Reviewing of all new client through due diligence procedures including internet and records. * Quoting the clients on their requirements and offering suitable discounts after analyzing their level of partnership with Cisco. * Manage the full sales cycle from prospecting to closing the deals over the phone and E mail. * Tools- CRM, MS Office |  |  |  |  |
|  | **Mahindra and Mahindra Ltd. Management trainee- (Mar-2012-June’12).**   * Competitive market analysis, primary and secondary research. * Current trends and pattern of consumer buying behavior. * Final live project was published based on their perception, acceptability and popularity. |  |  |  |  |