



NIKIT JOSHI

State Head

PROFILE • ABOUT ME

- Own all plans and strategies for developing business and achieving the company's sales goals.
- Land and expand build process and funnel for manual top-down reach out, onboarding. activation. and expansion.
- Work collaboratively across teams-including Product and Marketing.
- Provide full visibility into the sales pipeline at every stage of development.
- Own team hired 50+ Field executives, Team managers, Area Manager and City Manager.
- Achieved highest target from joining to previous month in all criterias.
- Always completed all the commitments.
- Got many awards & rewards by C.E.O & Head of Sales.

EDUCATION

Fin. & Mkt, Master of Business Administration, Post Graduate
NRI College of Technology June 2022


WORK EXPERIENCE

Satin Credit Care Network Ltd January 2013
C.S.O. - March 2016
Ahmedabad, Gujarat

- Scheduled daily tasks based on immediacy and importance.
- Worked with a strong attention to detail and excellent record-keeping abilities.
- Assessed overall company performance.
- Established sales goals by forecasting annual sales quotas and projecting expected sales volume for existing and new products.
- High loan disbursed and recovery continue an year and promoted as Sr. CSO.
- Launched new branch in Rajkot and worked as Sr. CSO.


Paytm April 2016
Group Leader - November 2018
Bhopal, Madhya Pradesh

- Lead sales department with good quarterly sales for two consecutive years.
- Performed and earned handsome incentive always.

 Bhopal, Madhya Pradesh

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SKILLS

1. Written and verbal communication
2. Decision-making
3. Interpersonal skills
4. Adaptability
5. Time management
6. Conflict resolution
7. Cooperation
8. Mentorship
9. Positivity
10. Willingness to learn
11. Team Management & Motivation.
12. Able to achieve goals.

LANGUAGES

Hindi
English
Gujarati

PERSONAL INFORMATION

Birthday
25/11/1993

Gender
Male

Marital Status
Married

Father's Name

Mr. Suresh Joshi

Nationality

Indian

Address

DK 4 h.n. 151/A Danish Kunj

Kolar road

Bhopal - 492042

Madhya Pradesh

-Successfully managed a sales team of several peoples to meet and achieved sales goals

Resilient Innovation Pvt Ltd (Bharatpe)

December 2018

Territory Sales Manager

- July 2020

Raipur, Chhattisgarh

-Worked well independently and on a team to solve problem.

-Worked as a dedicated team manager with field sales team.

-Acted as an ASM and took action necessary.

-Promoted team building skills and fostered positive team relationship.

Pinehum Learning And Technology Solutions Pvt Ltd (My Bill Book)

City Manager

August 2020

Chhattisgarh (Base Location - Noida)

- July 2022

Plan. Organize. Colterols and direct City wide operation, activities and service including Finance.

-Coordinate and direct communications, public relations, personnel resources.

-Staff development, budget and information to meet community needs and assure smooth effective activities.

-Supervise and evaluate the performance of assigned personnel.

-Selection and placement of City personnel.

-Meet schedule and time lines.

-Maintain always P&L from every 1st day of joining to till last working day.

-Won the International trip to achieve highest sales & revenue generation.

Simply Vyapar Apps Pvt Ltd

August 2022

State Head (MP & CG)

- March 2023

Base Location - Bangalore

-Own all plans and strategies for developing business and achieving the company's sales goals.

-Assists in the development of the sales plan. Prepares forecasts and KPI reporting to the sales leaders. CRO.and upper management, for use in organizational planning. financial-forecasting.

-budget setting and strategic planning.

-Land and expand build process and funnel for manualtop-down reach out, onboarding. activation. and expansion.

-Evangelize the product and personally help Close largest deals.

-Work collaboratively across teams-including Product and Marketing.

-Establish the inbound lead requirements needed to meet your sales objectives.

-Provide full visibility into the sales pipeline at every stage of development.

-Establish and foster partnerships and relationships with key customers both externally and internally

-Always maintain P&L.

- Achieved highest target complete from every 1st Day of joining to last working day.
- Won National trip for achieve highet sale & reveniue and 100%+ target achievement in Pan India.
- Got Too many Reaward and Appriciation certificates by C.E.O. & Head Of Sales.

DECLARATION

I, Nikit Joshi, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Nikit Joshi

/ 07 /2023