



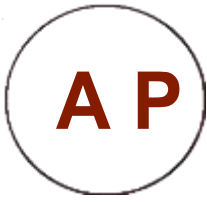
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*AbhishekPatni*

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*Resume*

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**Abhishek patni**  
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## RESUME OBJECTIVE

An organized and creative professional with proven marketing & sales skills a desire to learn more. Possess 3 years of experience working for a diverse group of organizations and clients with a complete exposure to Growing Market. Excellent research, communication, analytical and technical skills with proven abilities in relationship management and team management. Looking to utilize my existing skill set to increase company profitability.

## EXPERIENCE

### Sourcing Manager (Channel Sales Executive): -

Working as a Sourcing Manager for Channel Sales at “Kohinoor Group | Kohinoor Development Corporation ” Pune since Jan 2020 till date.

Project Name: *Kohinoor Sapphire1, Kohinoor Sapphire 2, Kohinoor Coral, Kohinoor Tinsel Town , Kohinoor Grandure , Kohinoor tinsel County, Kohinoor courtyard one, Kohinoor jeeva and Reina etc.*

- Activating New existing Channel Partners And maintain public relations [retention] of existing channel partners for current and upcoming projects.
- Setting up Standard Operating process for sales verticals for Channel Partners.
- Developing Channel partner sales vertical management ..
- Developing and implementing strategies to Increase Channel partner sales.
- Ensuring achieving set business targets from monthly & Quarterly – sales, Walk-ins, collection
- Working to implement processes, procedures and tools to maximize the productivity and performance of sales & marketing.
- Support to plan, develop and execute sales & marketing strategies.
- Handling difficult clients individually.
- Conduct market research to develop an understanding of the competition, opportunities and customers.
- Supporting sales and marketing campaigns and initiatives.
- Analyze and evaluate the effectiveness of sales strategies, costs and results.
- Doing required things for Lead generation, Handling sales walk-ins, Closure, Marketing, Corporate tie-ups, Road shows, Branding, Promotions, New project launching.

**Achievements: Award as the super star performance [2020]**

**Achievements: Award as the Sales star performance[2020]**

**Self Achievements:- good number of connection with  
property dealers ,engineers , architectures ,  
builders/developers , contractors, material dealers .**

### Sales and business development Manager

Worked as a Sales and business development Manager at “Sujata Perfumery(FMCG) ” Indore , since july 2016 till August 2017.

- To work on data management and lead generation for sales purpose.
- To accomplish the task of business management and meet the the expected target through lead generation.
- To work on inventory management through various cost management structure with applying various pricing models, inventory management system like [ lifo , fifo, weighted average method]
- Maintaining accounting records and sales record worked on growth projections and developing new channel management structure for business distribution and expansion..

**Achievements: Award as the employee of the year (2017)**





## CONTACT DETAILS

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**Phone:** 6264802841

**Address:-** 1 B patel nager near airport road indore [M.P]

## SOCIAL MEDIA

-  [facebook.com/Abhishek.patni](https://facebook.com/Abhishek.patni)
-  [instagram.com/Abhishek.patni](https://instagram.com/Abhishek.patni)
-  [linkedin.com/ Abhishek.patni](https://linkedin.com/Abhishek.patni)
-  [twitter.com/ Abhishek.patni](https://twitter.com/Abhishek.patni)

## EDUCATION

- Post Graduate Diploma in Business Management . (Marketing) from Indian institute of education business management ,Pune in 2020.
- B.COM [F.T.] from RPL Maheshwari College (Davv) University Indore in 2017.
- HSC from Sarafa Vidhya Niketan School 2014
- SSC from Sarafa Vidhya Niketan School 2012
- M S Office, Adobe reader, Automation, Internet Application, Power Point, Excel.

## Skills

**Channel Sales Development  
Business Networking  
Management  
Interpersonal Skills & Communication  
Convincing ability & public  
relationship Negotiation Ability & Self  
Motivated Leadership Skills  
Problem solving & Teamwork Ability**



## SUMMERINTERNSHIP

**Working as a Intern at “Esaplling Pvt. Ltd” an FMCD , Pune since April 2019 till July 2019.**

- Site visiting, understanding client requirements and suggesting appropriate product.
- Advising suitable designs as per requirements.
- Achieving a Sale, Finalization of designs as per the order.
- To work on data management and lead generation for sales purpose.
- To accomplish the task of business management and meet the the expected target through lead generation

## WINTER INTERNSHIP

**Working as a Philanthropic Intern at “MASHAL” an NGO , in Pune since Nov 2019 till Dec 2019**

- Worked for noble cause where we carried out philanthropic activities to underprivileged and downtrodden people where basic amenities like shelter, food , water and clothing.
- Worked with government with [ ppp] public private partnership where concern affordable housing project foundation was laid down for more than 1 million people.

## KEY HIGHLIGHTS

- Possess a very deep Understanding of Residential Real Estate Sector(Pune)
- High levels of Productivity & Efficiency in terms of generating revenue for Organization.
- Over 75% of the Business delivered in 2020 was through Self Generation of Leads, Business Development Activity & Referrals for Leads.
- Received Positive Testimonies & Feedbacks from the Existing and new Client as well as from channel partner , resulting in Excellent Referrals of New Clients And channel partner .

## ACHIEVEMENTS & RECOGNITION

- Core member of Administration Committee at IIEBM .
- Hostel representative at IIEBM .
- Award as the employee of the year (2017) at sujata perfumery.
- Award as the best performance for live project at big bazaar in the year 2018.
- Award as the super star performance for live project at big bazaar in the year 2019.
- Pre placement offer(ppo) for internship at Esaplling pvt ltd.

## EXTRA-CURRICULAR ACTIVITIES

- Attendee at workshop on ‘Empowering Youth as Citizen Journalist’
- Attendee at Textile Trade Fair 2016, Indore.
- Attendee at TEDx gateway fair 2018, Mumbai.
- Marathon Volunteer 2018, Pune.
- Core member of Administration Committee at IIEBM.
- Coordinated Eventia 2019.
- Coordinate Induction program 2019.

## Personal Information

Date of Birth: -27<sup>th</sup> Sep.1996.

Marital Status: - UnMarried.

Blood Group: - B+ve.

## Strengths

Positive Attitude.

Good Communication Skills.

Confident.

Desire to learn something new.

Highly focused on skill enhancement.

## Hobbies

Fitness and art

Listening to Music

Travelling (exploring new places)

Networking & Meeting New People.

## Language

Hindi, English.

## CERTIFICATION

- Participating in the webinar at IIM Indore.
- Participating in Digital Learning hub at TATA Consultancy services Certification in marketing at Wharton Universality of Pennsylvania.
- Certification in business management at IBMI Germany .
- Certification in business marketing at IBMI Germany ..
- Certification in Digital marketing at digital Deepak ,e-marketing institute, Google, soravhain.com

Yours Truly,

(Abhishek Patni )