

RESUME

Nikhil Gopal Tarale

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Career Objective:

Goal oriented professional with adept working experience within **Sales and Marketing Sector**. I wish to settle down in life, with a comfortable living and for the same I wish to leave no stone unturned in keeping alive, the spirit of accomplishing my dreams.

Education Details:

Course	Institute/College/School, Location	University/Board	Percentage	Year
MBA(Marketing)	Singhad Institute of Management, Pune	Pune University	57.50	2018
B.E(Electronics and telecommunication)	Pimpri Chinchwad college of engineering, Pune	Pune University	57.66	2016
H.S.C	Shri Samartha Jr. Science college, Amravati	Maharashtra Board	69.54	2008
S.S.C	Dnyanmata high school, Amravati	Maharashtra Board	74.26	2006

Work Experience : - (2.3 Years)

Company: Chowgule Construction Chemicals Pvt. Ltd.

Its German technology based manufacturer for waterproofing and flooring chemicals.

Location: Pune

Designation: Sales Executive

Details:

- Dealing with architects, project consultants, builders, distributors, dealers, applicators and also maintenance and purchase heads of industries.
- Responsible for billing, sales closer and collection activities for Waterproofing and Flooring chemicals
- Achieved the highest volume account in assigned territory.
- Created reports and presentations detailing business development activities.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Researched and identified opportunities for growth.
- Reached out to potential customers via telephone, email and in-person inquiries.
- Managed a team of supervisors.
- Developed new business by networking with valuable customers.
- Identified and pursued valuable business opportunities to generate new company revenue

Duration: 9th April, 2018 – Current

Summer Internship :-

Name of Company/Institute) : Finolex industries

Project Title : “Market research of Finolex pipes among hardware retailers”.

Location : Pune

Details:

- Performed initial client assessment and analysis to begin research process.
- Maintained an extensive knowledge of competitors, their offerings and their presence in assigned territory.
- Conducted sales and promotion of new product of Finolex pipes.
- Increased number of dealers for Finolex pipes.

Duration: 2 Months

Personal Qualities :-

- High Confidence Level
- Hard Working and Creative
- Easily Adaptable to any condition
- Good communication skills
- Team Player

Personal Details :-

Gender: Male

Marital Status: Married

D.O.B.: 14- 12 – 1990

Language Proficiency: English, Hindi, And Marathi.

Permanent Address: Ranjan Heights Society,Ravet,Pimpri chinchwad,Pune, Maharashtra -412101