

**Mr. NILESHKUMAR K. NANHEY**

**Mobile:** +91- 7020213773 / 9403033773

**Email:** nilesh\_nanhey@yahoo.com  
n123nan@gmail.com

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**CAREER OBJECTIVE:-**

To offer my skills to your company on the position of a manager, especially in the field of Business Development, sales, monitoring and to grasp power to enhance my professional skill set in accordance with organizational objectives.

**RESUME SUMMERY:-**

**MBA (Marketing & System) + BE (IT) with 10+ years of quality experience in Government / Institutional sales, Tender process Management , Tenders / liaison, Brand Building ,Team Management, Business Development, Sales and Marketing. (PHED, UAD, SUDA, CHiPS)**

<b>Sales Manager</b>		
<b>With Qualitative Professional experience in:-</b>		
Tender Management	Business Development	Proactively Govt. liaison
Officer Management	Team Handling	Tender Marketing
Cold Calling	Problem Solving	Costing
Estimate Preparation	cost profit analysis	Team Coordination

- ✓ Presently associated with **Atishay Limited, Bhopal**).
- ✓ A strategic thinker with a flair for charting out strategies for sales and contributing enhancing business volumes and growth and achieving profitability norms.
- ✓ Possess excellent interpersonal, analytical, troubleshooting and team building skill with proven ability in establishing quality system/ procedures and planning/ managing resources.

**AREAS OF EXPOSURE:-**

**Business Development /Marketing**

- ✓ Identifying and networking with prospective clients; achieving profitability and increased sales growth.
- ✓ Planning in sales and developing strategies. Organizing events for building business pool.
- ✓ Analyzing marketing trends and tracking competitor’s activities and providing valuable inputs for product enhancement and fine tuning sales & marketing strategies.

**People Management**

- ✓ Conducting meetings for setting up sales objectives and designing or streamlining process to ensure smooth functioning of sales operations.
- ✓ Monitoring the performance of team members to ensure efficiency in sales operation and meeting of individual & group targets.

## Tender Marketing / Government Sales

- ✓ Drawing the Tenders through Different Govt. organizations.
- ✓ Understanding the tender Process cycle.
- ✓ Tender filling
- ✓ Document preparation.
- ✓ Preparation of pre bid point for pre tender conference.
- ✓ Taking the sanctioning from the SE and CE office.
- ✓ Negotiations
- ✓ Tackling different problems associated with the tender.
- ✓ Media Management.
- ✓ Maintaining Coordination with local Authorities
- ✓ Ngo Management / Meeting with NGO
- ✓ Organizing IEC Programs.

### **CAREER GRAPH:-**

**Present Employer :- Atishay Limited, Bhopal**

**July 2021 -- Till Date**

**Designation :- Sales Manager – Government sales**

**Territory: - Raipur, Chhattisgarh.**

Services: - Software solutions, SMART Class solutions.

Products:- AEPS, Zapurse, CHMS, EMB Solution.

#### **Key Responsibilities:-**

- |                                       |   |
|---------------------------------------|---|
| ✓ Handling Tender Process             | ✓ Empanelment with PSU                    |
| ✓ Business Development                | ✓ Payment collections                     |
| ✓ Developing new marketing strategies | ✓ Preparing Proposals for fund Allocation |
| ✓ Developing literature               | ✓ Business conceptualization              |
|                                       | ✓ Brand building.                         |

**Ceinsys Tech Limited**

**March 2016 –March2020**

**Designation :- Asst. Manager (WSS-BD)**

**Territory: - Chhattisgarh & Orissa State.**

Services: - GIS Services, NRW Solutions, Automations Solutions, Software solutions, DPR Preparation for ULBs , SMART cities and AMRUT Towns.

**Key Responsibilities:**

- ✓ Business Development
- ✓ Attending Pre Bid Meeting
- ✓ People Management
- ✓ Proposal Preparation
- ✓ Costing
- ✓ Handling Tender Process
- ✓ Continuous follow ups
- ✓ Formulation of Strategies
- ✓ Estimate Preparation
- ✓ Cost-profit analysis

**Employer :- Rite Water Solutions (I) Pvt. Ltd, Nagpur**

**March 2012 to February 2016**

**Designation :- Asst. Manager (WSS-BD)**

**Territory: - CG State & MP State.**

**Products Handled: - Fluoride Removal Plants (FRP) , Iron Removal Plants( IRP ),Industrial Product, RO**

**Key Responsibilities:**

- ✓ Handling Tender Process
- ✓ Business Development
- ✓ Developing new marketing strategies
- ✓ Dealer Appointment
- ✓ Scheme Formulation.
- ✓ Developing literature
- ✓ IEC activities
- ✓ Team management
- ✓ Payment collections
- ✓ Meeting different NGO's
- ✓ Publication Management.
- ✓ Preparing Proposals for fund Allocation
- ✓ Business conceptualization
- ✓ Brand building.

**Employer :- Systems & Controls (Sangli) Pvt. Ltd**

**July 2011 To Feb 2012**

**Designation :- Marketing Engineer**

**Territory: - Andhra Pradesh (Hyderabad, Vishakhapatnam)**

**Products Handled: - EMS (Energy management system) , Automatic Power Factor Controller, Maximum Demand Controller, Motor Protection Relays, Digital Panel Meters & Energy Meters, Capacitor .**

**Key Responsibilities:**

- ✓ Dealer Appointment.
- ✓ Manage Distribution Network
- ✓ Sales
- ✓ Revenue Generation
- ✓ Conducting Marketing activity
- ✓ Market Research
- ✓ Media Planning
- ✓ Customer Relations
- ✓ Product Development
- ✓ Arranging events for dealers.

**Employer :- Yamiyo Plastics Products Pvt.Ltd (Bela) Bhandara**

**July2007-July2009**

**Designation :- Team Leader**

**Territory: - Nagpur,Raipur,Chhindwara,Bhandara.**

**Products Handled: -Plastic Water Tank (500 ltr. To 2000 Ltr.)**

**Key Responsibilities:**

- ✓ Arranging The seminars
- ✓ Visiting to the customers
- ✓ Coordinating the team members

**EDUCATIONAL CREDENTIALS**

<b>EDUCATION</b>	<b>YEAR OF PASSING</b>	<b>UNIVERSITY/BOARD</b>	<b>PERCENTAGE</b>
M.B.A. (Marketing & System)	2011	Shivaji University, Kolhapur	69.70%
BE (Information Technology)	2007	Nagpur University, Nagpur	61.28%
H.S.C	2002	H.S.C Board, Nagpur	62.50 %
S.S.C	2000	S.S.C Board, Nagpur	60.53%

**SUMEER INTERNSHIP PROGRAM (SIP)**

- ❖ Organization : **Yamiyo Plastics Products Pvt.Ltd (Bela) Bhandara**
  - ✓ Project Profile : **Effectiveness Of Different Advertisement Medias.**
  - ✓ Duration : 2 Months

**EXTRA CURRICULUM ACTIVITIES**

- ❖ Attended National Conference On, “**International Recession**” Organized by U.G.C.and Shivaji University, Kolhapur
- ❖ **Participated in 1st Parliament of Indian Student Council Leaders**, held at MIT ,Pune
- ❖ Member of MDC (Management Development club), at VPIMSR. Sangli.
- ❖ Conducted the market research for **Mantra**, Pune for their client in Sangli district.

**PERSONAL VITAE**

Permanent Address: C/o Nileshkumar K Nanhey, Sahakar Nagar, Rani Laxmibai Chok Bhandara,  
441904  
Marital Status : Married  
Sex : Male  
Date of Birth : 22 April 1985  
Nationality : Indian  
Languages known : English, Hindi, Marathi  
Contact No : 7020213773 / 9403033773

**DECLARATION**

I here declare that the information given above is true to the best of my knowledge and belief.

Date: - 18/01/2022

(Mr. Nileshkumar K Nanhey)