

# Nilesh Ugalmugale

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## Professional Summary

Manager with 18 years of Sales experience (12 years in Mumbai market), skilled in leading direct teams. Experienced in establishing sales goals and motivating staff to acquire these goals. Proven ability to manage key account relationships, channel partners, resolving channel conflicts, training and assisting dealers as well as the sales force.

## WORK EXPERIENCE

**Motorola Mobility India Pvt. Ltd.** | **Channel Sales and Operations** | **May 2015 - Present**  
(A Lenovo Company)

### Channel Sales Manager – Mumbai

- Managing Mobile Sales(Channel sales GT/OT) for Lenovo and Motorola for Mumbai through Direct distribution via ND.
- Responsible for Primary and Secondary sales for the ND, responsible for customer sell out as well.
- Manage Primary and Secondary sales Business with a team of 7 Team Leads & 1 Business manager. Separate team for 2 Team leads for Sellout as well.

**Sony India Pvt. Ltd.** | **Sales and Marketing** | **Sept 2013 - April 2015**

### Area Sales Manager- Mobile Sales (Mumbai)

- Managing Sales for Sony Xperia Mobiles/Accessories for Mumbai, comprising of General Trade, Brand stores and National Retail (Key accounts). Monthly total business of 30 Cr.
- With a Team of 7 TSIs(4 managing GT business, 2 managing the National Retail and 1 managing the Brand shop business), further managing a team of 325 permanent SFAs on associate payroll to drive Sell out at shop front.

**Bharti Airtel LTD** | **Sales** | **July'10 - Sep'13**

### Zonal Sales Manager- Prepaid/DTH/Money – Aurangabad, Solapur, Central Maharashtra, Vidarbha(Nagpur/Bhandara/Gondia)

- Managed Prepaid GSM/DTH/Airtel Money business through Direct Distribution Model. Had a team of 8 TMs across these locations managing business

**Kotak Mahindra Bank Ltd.** | **Sales and Collections** | **Mar'08 - Jul'10**

### Senior Manager(Credit Cards)

- Managed Flow Collections for Western region (Mumbai, Pune & Ahmedabad) Since May 2009 with a team of 5 Cycle managers(2 Deputy Managers & 3 Managers)
- As an ASM managed credit card sales through DST module.( Direct sales and Tele calling)

**VSNL BRBU( Tata Communications)** | **Sales & Revenue Retention** | **Nov'06 - Mar'08**

### Assistant Manager(Mumbai)

- Managing sales through Direct Sales Team module. Customer and Revenue retention, churn control. Managing Customer SR's within TAT

**Bharti Airtel Ltd.** | **Prepaid Sales** | **Apr'05 – Nov'06**

### Territory Manager(Mumbai)

- Managing Sales for the given territory.
- Expansion of business by appointment of new distributors and exploring market potential with adding up channels for sales.

**GSK Consumer Healthcare Ltd.** | **Sales** | **Mar'99 – Mar'05**

### Sales Officer

- Handled Mumbai market for 2years. Used to handle 18 distributors across 12 operational towns for GSK
- Handled South Gujarat

## Qualifications

- PG diploma in Sales and Marketing from ICFAI.
- Graduated from K.P.B Hinduja College of Commerce -With Financial Accountancy and International Marketing as optional subjects. (II nd Class)

## Personal Profile

- Date of birth | 11 May 1978
- Marital Status | Married
- Language Spoken | English, Hindi, Marathi and Gujarati.
- Hobbies | Playing Carom, Reading books, Cooking and Playing Cricket.