

Ranjeet Patole

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Male,

Marital Status :- Married,

Indian,

Birth Date :- Born on 30th August 1981



Professional Summary

An M.B.A (Marketing) with around 16 years of dynamic experience in Sales/Marketing which includes a blend of retail sales (B2C) and Hard core B2B Sales with a knowledge of “Business Development”. Successfully driven sales for growth of company’s ROI through innovative and creative ideas in difficult times. A Sales Manager with exceptional problem solving abilities, Leadership, Team player, Market Research Analyst, strong interpersonal skills and Social Media marketing etc. Brand Development and management expert with skill in market forecasting and projections. Seeking a position as “International Business Manager” for exploring new markets.

Skills

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|------------------------------|---|
| • Natural Leader | Sales & Marketing |
| • Sales Strategies | Maximizing Profits |
| • Marketing Plan Development | Trouble shooting |
| • ROI Analysis | Business Analysis |
| • Market Research | Modernization in Business on Timely basis. |

Career Chronicle :-

Working as a Freelancer to generate enquiries for “The Fan Studio”(Since April 2020)

- Generating enquiries for high end designer fans by calling Architects , Turnkey Contractors, Interior designers.

Sales Manager in A.B.E.C. for “Economic Times Acetech Exhibition” (February 2020 till 31 March 2020)

- Responsible for exhibition Space Selling, Getting delegates for conferences by meeting clients who are from Building materials, Architecture, Home Interiors segment.
- Also worked as a “Market Research Analyst” by undertaking detailed market study to analyze latest market trends. Responsible for interpreting data, formulating reports and making recommendations based on the research.

Territory Manager-Sales for “Hindware”- Sanitaryware and Cp Fitting Brand (July 2019 till January 2020)

- Daily Meeting potential Builders/Architects/Interior designers/Dealers/Turnkey Contractors as clientele base and maintaining professional relationship with them to generate new business.
- Selling premium Sanitaryware, Cp fittings in projects.
- Follow up new business opportunities.
- Prepare database of Architects and Interior designers and new projects.
- Communicate new product developments to prospective clients.
- Develop a growth strategy focused both on financial gain and customer satisfaction.
- Keep records of sales, revenue, invoices etc.
- Provide trustworthy feedback and after-sales support.

- Build long-term relationships with new and existing customers.
- Have an in-depth knowledge of business products and value proposition.
- Achieving business targets as given by the company.

Business Development Manager for “Grescasa Ceramics Ltd” (Feb 2019 – May 2019)

- Daily Meeting potential Builders/Architects/Interior designers as clientele base and maintaining professional relationship with them to generate new business.
- Selling high end Tiles , Sanitaryware, Cp fittings to all Major Builders, Architects etc
- Follow up new business opportunities.
- Prepare database of Architects and Interior designers and new projects.
- Communicate new product developments to prospective clients.
- Handling B2B and B2C clients as well.
- Provide management with feedback on a daily basis.
- Develop a growth strategy focused both on financial gain and customer satisfaction.
- Keep records of sales, revenue, invoices etc.
- Provide trustworthy feedback and after-sales support.
- Build long-term relationships with new and existing customers.
- Have an in-depth knowledge of business products and value proposition.
- Achieving business targets as given by the company.

Fairfest Media Ltd Mumbai Branch - Assistant Project Manager - Space selling)(Feb 2018 - Jan 2019)

- Responsible for Space Selling of “Capex Municipalika exhibition” by meeting clients who are from Building materials, Architecture, Home Interiors segment .
- Acquired atleast 50 % of my target i.e (Target Rs 1 crore) by getting new accounts for the company.
- Also supported the operations team on part time basis as required by management.
- The job involved extensive travelling within India for Selling Exhibition space
- Analysed business developments and new market trends.

Maharashtra Chamber of Housing Industry (C.R.E.D.A.I.- M.C.H.I.)- Sales Manager (Jun 2015 - Feb 2018)

- Managed a portfolio of 2000 developers in Mumbai MMR and Pune region accounting for over achieving Sales Targets.
- Responsible for Exhibition space selling in **C.R.E.D.A.I – M.C.H.I** exhibition by meeting potential developers and getting new clients onboard.
- Also handled a small team in an event known as “MCHI-Biznet”.
- Developed and implemented creative, cost effective programs which increased client retention rate.
- Led Sales forecasting, market trend evaluation and segment strategies.

Asian Business Exhibition & Conferences Ltd (A.B.E.C.) Mumbai, Maharashtra.-(Mar 2012 – May 2015)

Assistant Sales Manager

- Responsible for exhibition Space Selling, Getting delegates for conferences by meeting clients who are from Building materials, Architecture, Home Interiors segment.

- Acquired at least 80% of my target every year i.e. (Target Rs. 1 crore) by getting new accounts for the company.
- Provided management with suggestion for increasing volume business, market share. Also worked as a “Market Research Analyst” by undertaking detailed market study to analyze latest market trends. Responsible for interpreting data, formulating reports and making recommendations based on the research.
- Also supported the operations team on part time basis as required by management.
- The job involved extensive travelling within India for Sales,Exhibition.
- Analysed business developments and new market trends.

Matrix Cellular Pvt Ltd – Mumbai MMR - Assistant Sales Manager (Feb 2009 - Mar 2012)

- Carry out client presentation expressing value plan of products, solution and service offering by selling "International Sim Cards ".
- Selling International Sim Cards on rental basis.
- Increased the revenue of company by generating the business from new corporate clients.
- Supplying necessary Marketing feedback during vital business meetings.
- Handled a team of 5 B.D.E's.
- Identifying new prospective clients, getting references from them and generate business from existing ones.

The Mobile Store (Essar Group), Mumbai - Store Manager (Aug 2007 to Feb 2009)

- Instructed staff on appropriately handling difficult and complicated Sales.
- Responsible for selling mobile phones, accessories etc. by attractive merchandise display and marketing offers.
- Increased sales by sometimes meeting corporate clients.
- Responsible for receiving stocks, inventory control, and Store Cash.
- Took necessary controls while opening and closing of store.
- Reordered inventory when it dropped below predetermined levels.

Jane Shilton Leathers Pvt Ltd. Mumbai - Brand Executive (Nov 2004 to Jul 2007)

- Gave necessary support for visual merchandising for the brand.
- Responsible for “Retail counter Sales” by selling leather bags at Shopper stop.
- Resolve client queries by providing proper support.

Education

- Completed M.B.A(Marketing) from I.S.B.M. institute.(Council Of Distance Learning India - [CODL] and accreditation with UKAS) in the year December 2008, Mumbai)
- Coursework includes :- speech and communication, Sociology and psychology
- Business, Marketing and advertising coursework.
- Completed T.Y.B.Com from Hindu College (Delhi) in 2004
- Completed SSC from St Lawrence High School (Mumbai)
- Languages spoken :- English , Hindi , Marathi.

