

NILESH V. SHINDEKAR

Mob. :9004913545

Email: nilesh.shindekar@gmail.com

Seeking assignments with leading organization in sales and Marketing for Client Services.

Synopsis

- A dynamic professional with over 16 years of experience in Sales and Marketing and Client Servicing.
 - A keen planner and implementer with demonstrated abilities in devising business plans and strategies of accelerating the business growth.
 - An effective communicator with excellent relationship building & interpersonal skills & organizational abilities.
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Organizational Experience:

Viva Commercial Pvt Ltd (Modi Motors)

(Tata Motors Trucks & Buses)

Designation: **KAM**

Job profile:

- Develop trust relationships with a portfolio of major clients to ensure they do not turn to completion.
- Acquire a thorough understanding of key customer needs & requirements.
- Expand the relationships with existing customers by continuously proposing solutions.
- Ensure the correct products and services are delivered to customers in a timely manner.
- Tenure: Nov 2022 to Till Date

Efleet Systems Pvt Ltd

TMS - ERP & SaaS Solutions

Designation: **RSM**

Job profile:

- Interfacing & exploring new markets / customers and maintain relationship to ensuring new business.
- Working on different market segments & initiate customized solutions to relevant customers.
- Demonstration of products with technical analysis & Comparison with competitions product.
- Tenure: June 2018 to Oct 2022

Automotive Manufacturers Pvt. Ltd.

Authorised Dealer - **Ashok Leyland C V**

Designation: **Area Sales Manager (HCV)**

Job profile:

- Planning & achieving sales target, managing team of sales executive.
- Initiate & develop relationships with prospect and customers for business development.
- Identifying new markets segments and tapping profitable business Opportunities.
- Evolving in product penetration strategies to achieve product wise targets.
- Maintain good relationship with financiers / DSA's / Customers to bring business again and again.
- Tenure: Feb 2014 to May 2018.

Fortpoint Automotive Pvt. Ltd.

Authorised dealer - **Volvo Eicher Commercial Vehicles**

Designation: **Team Leader**

Job Profile:

- Responsible for the direct sales process & in charge of the sales expansion.
- Explore new business opportunities.
- Meeting corporate customers & demonstrate product's details with technical skills.
- Tenure: Feb 2012 to Jan 2014.

Feathertech Seating System Pvt. Ltd.

Designation: **Sales Head**

Job Profile:

- Interfacing with new corporate clients & maintain relations with them to ensuring new business opportunities.
- Working on sales targets & driving sales initiatives to achieve business goals.
- Keep good relation with old customers to bring business again & Again
- Tenure: April 2005 to Jan 2012

Academic Credentials

Education	Name of Institute	Percentage
TYBA	Y. C. M. O. U.	65 %
HSC (science)	Khalsa College, Mumbai	48 %
SSC	Vikas High School, Mumbai	67 %

Interest & Hobbies

Playing Indoor Games, Travelling New Places

Personal Vitae

Date of Birth : 27th October 1979
Marital Status : Married
Language Known : English, Hindi, Marathi
Address : 75 /2033, Kannamwar Nagar No'2,
Vikhroli (EJ), Mumbai 400 083'

Place :

Date :

With Regards,

Nilesh V. Shindekar