

Nilwarad Dilip Sawant Bhosale (BMS, MBA)

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Navi Mumbai
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Seeking a suitable position in the area of business development and sales with an organization of repute, where I can utilise my analytical, team management and sales skills for the growth of the company.

Work Experience

One97 Communication Ltd
(Paytm)

Area Sales Manager

Dec 2023- Till Date

- Grow distribution and Market Share in the assigned area of operation.
- Visibility accountability through extensive QR deployment and Collateral placement.
- Identify and recruit the sales team to align and drive business in the market.
- Ensure the team members are in the market where sales and usage are done regularly.
- Analysing the data and identifying the improvement areas and take required course of action.
- Executing and monitoring the quality parameters as given by the Management.

Work Experience

One97 Communication Ltd
(Paytm)

Team Manager

Nov 2020- Dec 2023

- Heading Sales and Service of unorganised and semi organised merchant acquisition channel of Navi Mumbai and Raigad locations.
- Handling base on 6000+ active merchants, and responsible for new merchant acquisition through QR/UPI and EDC.
- Driving usage merchant through proper product training, revisits, merchandising and BTL activities to increase cash less transactions.
- Maximise total number of transactions and number of transacting merchants by retaining them.
- Responsible for generating revenue through cross sell of revenue products like Business Loan and Shop Insurance.
- Setting the team targets and investing time and energy in building team capability, knowledge and skills.
- Managing collateral and distribution in Navi Mumbai and Raigad locations.

Work Experience

Hicare Services Pvt. Ltd.

Territory Sales Manager

Oct 2019- May 2020

- Developing business tie up with residential complexes and HoReCa based business.
- Pitching presentation and negotiation and close the deals with Proprietors and Business heads.
- Generating leads through networking, references, existing customer database and cold calling.
- Coordinate with service team for service scheduling.

Work Experience		
Rivigo Services Pvt. Ltd.	Territory Sales Manager	Oct 2018- May 2019
<ul style="list-style-type: none">• Pitching presentation about online app platform to Logistics heads and Transporters.• Promote online business solutions to organised logistics activities.• Execute onboarding process through sales team.• Coordinate all operational work with logistics department and deliver the best experience to client.• Use negotiation techniques to increase revenue.• Handle queries and disputes in two logistics parties.		
Work Experience		
IndiaMart Pvt. Ltd.	Assistant Sales Manager	Oct 2017- Oct 2018
<ul style="list-style-type: none">• Deliver sales presentation and product demonstration to business heads, CEO and Directors of key clients of IndiaMart.• Penetrate all targeted accounts and originate up selling opportunities.• Responsible for client retention through service renewals.• Be mediator between end client and internal support team to deliver on time service.		
Work Experience		
Madura Coats Pvt. Ltd.	Sales Officer	Oct 2016- Oct 2017
<ul style="list-style-type: none">• Developing a dealer distribution network.• Tie up with retailers, textile manufacturers and fashion designers.• Ensure revenue through bulk reorders on daily basis.• Managing and executing Pre and Post sales activity.• Responsible for competition analysis, canvassing and market mapping.		
Education		
Degree	Institute	Year
HSC (Commerce)	RK Talreja	2008-2009
BMS (Marketing)	IBSAR Collage of Commerce	2009-2013
MMS (Marketing)	MGM IMSR	2013-2015
Personal Details		
DOB	08/08/1991	
Blood Group	O+	
Marital Status	Married	
<div>-Nilwarad Dilip Sawant Bhosale</div>		