

SACHIN PATNI

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DOB: Oct 30, 1989 | Phone +91-7027281313 | Passport No. K0103268 | Marital Status : Married

OVERVIEW

An experienced and talented business development manager having motivation and right skill sets needed to ensure targets are met and everything gets done on time and to budget. A highly organised, ambitious, driven and possess the capability to develop maximum sales and profitability. Having superb communication skills to build a profitable relationship with customers and key decision makers alike.

AREAS OF EXPERTISE

Sales Cycle Management | Business Development | Client Relations | B2B Sales | Consulting Market Analysis | Presentations | Sales Forecasting | Developing Ideas | Data management | International Business | Project Management | Logistic and Dispatch Management | MS Office

WORK EXPERIENCE

M/s.SIYAM SPOOL PRIVATE LIMITED

Sr. Business Development Manager

(Feb 2016 - As on the date)

- Develop New Business in the Indian market as well as start to target in Export Market.
- As in India's within one year SIYAM India's largest spool provider for Explosive Market.
- We start to help Skill India with Startup India and Standup India.
- Company was also applied and eligible in National Award for young startups.
- Developed and managed a list of potential customers via follow-ups, networking, prospecting, cold calling, customer referrals, leads, community involvement and other innovative means of developing business.
- Proactively evaluated competitive activity & business operations and determined recommendations to restructure the organisation and to improve the company brand.
- Successfully mastered a very sharp learning curve in a short period of time, achieving the highest sales closing ratio of all training participants.

NEW EXPLORING BUSINESS

- Our target to cover all Domestic as well as Asia's Explosive manufacturing market.
- During this one year tenure we add our new customers like, Gulf, EE, Solar, Rajasthan Explosive
- Our upcoming product fulfil to the Orica, Premier Explosive and many more.

WORK EXPERIENCE

M/s.VIKAS SPOOL PRIVATE LIMITED

Sr. Business Development Manager

(Feb 2012 - Feb 2016)

- Identify, research & targeted new business prospects & developed strong working relationships with clients.
- Developed marketing plans & ideas to grow share, increase revenues, improve profitability and grow cash flow by using the "Selling and Promotion skills".
- During working tenure company has achieved 14% growth from the industry.
- Introduced, support and development of new and existing logistics systems. Continue support to "Inventory & Dispatch team" through a variety of additional qualities.
- Organised & executed company representation in Exhibitions, conferences, and seminars.
- Made effective presentations and closed sales with prospects at all levels, from customer to corporate level.

OVERSEAS BUSINESS

- Participated as company Representative in Wire & Cable Exhibition Germany 2014.
- Consistently identified and penetrated into new customers within the Limited segment according to Group Sales and Marketing strategy.
- Targeted in Export Market Add such new customer in Japan - Nippon Seisen, Daido-Kogyo, & Midori.
- In Export major business with “Alfanar (Saudi Arabia), Annapurna Cable (Nepal), Oman Cable (Saudi Arabia), Pioneer Electro Cable (Nepal), Prime Ind. (Nepal), RR Imperial Electrical Ltd. (Bangladesh), Femtech (Korea), Bekaert Mukund (Belgium) etc.

COMPANY VISITED

- Adishri Electromech, Akhil wire, Aksh Optifibre, Balar Marketing (Kundan Cab), B.S. Shakti, Daduram Overseas, Economic Explosive (Solar Group), Esab India-Nagpur, Garg Aluminium, Garg Inox Ltd, Indian Steel & Wire Products Ltd. (Tata Wire), JLC Electromet, KEI Industries Ltd, K. Patel, Lapp India, Manohar Electrodes, Mothers-on Sumi (MSEW-Noida), Modi Arc, Mw Wiretec, Precision Drawell, Raj Kesari Electrodes, Superon Schweisstechnik, Usha Martin (Ranchi), Usha Martin (Jamshedpur), Valour Wire , Viraj Profile and many more.

EXHIBITION PARTICIPATED

- Specific targeted for “Saw Wire” manufacturer at the event of Wire & Cable Mumbai India 2012.
- Proactively evaluated the market scenario, business operations and determined recommendations to explore in current situation at Elecrama-2014 Bangalore India.
- Introduced new plastic spool NS10 (US200) & existing product at exhibition through a variety of more than 200 spools as per the industry requirement.
- Handle clients visits and discussed for new development at International Wire & Cable Germany 2014.
- Presented new development of Mild Steel spool upto 1060mm at Wire & Cable Mumbai India 2014.
- Presented new development of plastic Wordwell spool especially for braiding wire machine and one meter plastic adjustable tube for MIG & SS Electrode industry at Cable & Wire fair 2016 New Delhi India.

SKILLS & ACHIEVEMENTS

- Well Negotiation skills, especially in the era of Product Selling purpose.
- To achieved company growth at 14% market share by the joint skills of leadership, Quick decision making, Risk taking, and learning skills from the environment,
- A well Organised first successful event “Swachh Bharat Abhiyan-2015”at company premises with the support of 120 staff and workers.
- Title of “Excellent employee” under the training period as a Business Development Manager.
- A well Organised successful event of “Blood donation camp-2016” at company premises for the help of society.
- Won various awards for outstanding sales, and sales management performance in domestic sale.

PROFESSIONAL/ACADEMIC QUALIFICATION

<u>Course / Examination</u>	<u>Institution / University</u>	<u>Schedule</u>	<u>Performance</u>
Executive Program in Entrepreneurship	Indian Institute of Management-(IIM Rohtak)	2016	Declare on Oct 2016
Master in Business Economics	Institute of Management Studies & Research (M.D.U. Rohtak)	2010-12	1 st division
Bachelor of Commerce (B.com)	Vaish College, (M.D.U. Rohtak)	2007-10	1 st division
AISSE (Commerce)	Vaish Public School, Rohtak	2006-07	1 st division
AISSE	Mahendra Model School, Rohtak	2004-05	1 st division

SUMMER INTERNSHIP

M/s. Nirmal Bang Securities Pvt. Ltd.(1st June - 31st July)

- Work under the project of 'Mechanism of Online Trading'.
- Extensively studied the functioning of the stock Exchange and analysed its networking concepts involved in the process.

COMPUTER PROFICIENCY

- Microsoft Word, Microsoft Excel, Microsoft PowerPoint, Outlook, Internet handling.