

Name: Nachiket Jani
Role: Business Manager
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SUMMARY

- As an experienced sales and marketing person in my business, I have developed a deep understanding of the needs and preferences of our customers. I have honed my skills in prospecting, qualifying leads, and closing deals, and have consistently exceeded my sales targets.
- Through active listening and effective communication, I have built strong relationships with clients, earning their trust and respect. I am skilled at identifying opportunities for upselling and cross-selling, and have successfully introduced new products and services to our customers.
- I have also collaborated with other teams within the business, such as marketing and customer service, to ensure a seamless customer experience. By staying up-to-date with industry trends and emerging technologies, I have been able to provide valuable insights to my team and contribute to the growth and success of our business.
- Overall, my experience as a salesperson has taught me the importance of being proactive, adaptable, and customer-focused. I am confident in my ability to drive sales and contribute to the success of any business I work with.

EDUCATION AND CREDENTIALS

- **PGDM (Major in Marketing Management) , M.I.T. School Of Business, Pune (August 2010 – March 2012)**
- **Bachelor of Management Studies (Usha Pravin Gandhi College of Management, Mumbai University)**

SKILLS AND KNOWLEDGE

Marketing Strategy	Understanding of marketing goals and how to achieve them through effective planning and execution
Branding	Able to develop and maintain strong brand image that resonates with target audience
Content Creation Skills	Able to create compelling contents like blog posts and newsletters that entertains target audience
Sales Skills	Deep understanding of sales process, from lead generation to closing deals
Strong Communication Skills	Broad range of communication skills to develop and execute marketing campaigns that drive business growth

PROFESSIONAL EXPERIENCE

The Jani Gin Stores (Distributors of Industrial and Agriculture Products in Maharashtra and Karnataka)
(Family business)

From : October 2012 – To : Present

Role: Manager

Responsibilities :

- Oversee the day-to-day operations of the company and ensure that we are meeting our goals and objectives.
- Develop and implement strategic plans for the business. This involves identifying areas of growth and opportunity, as well as potential challenges and obstacles that may arise. I work closely with my team to develop plans that are both achievable and realistic, while also keeping the long-term goals of the business in mind.
- Oversee the financial management of the company. This involves monitoring cash flow, managing budgets, and making strategic investments that will help the business grow and succeed.
- key role in managing relationships with suppliers, customers, and other stakeholders in the industry. I work to establish strong partnerships and maintain open lines of communication with all parties involved in the business.
- Overall, my role as the manager of an agro industrial machinery business is challenging but rewarding. It requires a high level of organization, strategic thinking, and strong leadership skills. However, it also offers the opportunity to make a meaningful impact on the industry and help drive the success of the business.

Extra-Curricular activities

1. Editor of AUSIB (Alliance of US and India for Business) from August 2010 till March 2012.
 - Have worked as an Editor in AUSIB – a non – profit organization which promotes bilateral trade between US and India
2. Writer of Solitaire
 - Writing Poetries and Content

