

Yogesh Ambalal Patil

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PROFILE SUMMARY:

Experienced sales person with B2B and B2C direct, field, voice and video-based sales, lead generation, complete sales lifecycle (funnel) management experience of 2.5+ years. I have worked in channel sales making distributor relationship for the employer's Luxury Lighting products and also worked with number 1 Ed-tech company selling subscriptions for their educational products and services.

SKILLS:

Sales Skills: Sales prospecting, Cold calling, Lead generation, Direct Sales, Closing, Sales management, Rapport building, Video, voice and direct sales, Communication.

IT skills: Microsoft office productivity tools proficiency, Emailing tools (Outlook), CRM(Lead-Squared), Lead generation.

Languages Proficiency: English, Hindi, Marathi, Gujarati.

EDUCATION: B-tech (Mech.) BATU Technical University, Raigad 2015-2021

WORK EXPERIENCE

Freelancer, Omkar Supranational Pvt. Ltd.	Pune, India	May 2023- Present
Business Development Associate, Byju's: The Learning App	Bangalore, India.	June 2022-December 2022
<ul style="list-style-type: none">• Worked under a high-pressure sales team achieving the weekly sales target around 1,00,000/-• Exceeded target 80% each month.• Maintained a 70% customer retrieval rate.• Worked on managing lead lifecycle and maintaining customer database using CRM.• Worked towards maintaining sales lifecycle from lead to closing to financial recovery.• Built positive rapport with the customer target groups.• Worked as a first point of contact for customers during and after sales processes.• Maintained reputation for high revenue generation sale person within team.		
Business Development Executive, Light Idea (Hafele)	Pune, India.	June 2021-April 22
<ul style="list-style-type: none">• Worked in Channel sales for the registered Hafele Distributor, Light Idea.• Worked on field making new and maintaining old relationships with OEMs, Kitchen Manufacturers, Architects, Builders.• Achieved 86% of approved yearly target.• Giving demo of the product and explaining product SKUs to the potential clients and dealers.• Generating sales report to head on product performance and sales from our OEMs, dealers.		

LEADERSHIP EXPERIENCE

- **Leadership and Development Head, Pune Learns, India**
 - Tutored underprivileged children with subjects like Maths and Science and ran campaigns to spread awareness about education.
 - Recruited and trained inexperienced volunteers on the ways of teaching and making content more easily articulable to the children
 - Personally mentored senior year school children on career path choosing and cracking undergraduate admission interviews.
- **Finance, budget & sponsorship committee head, Techfiesta and Youth Festival, DNP COE, India**
 - Led a group of 17 volunteers intending to obtain sponsorships while also designing, building, and managing the entire infrastructure arena for every sport in the competition with an approx., of 5000 participants.
 - Initiated charitable events like Marathon and Cyclothon to raise funds for a Women Empowerment NPO.
- **Coordinator, MESA, DNP COE, India**
 - Coordinated an event for the annual cultural festival and overlooked the budget allocation and proofread the expenditures.