

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

- 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

- 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.