

Yogesh Subhash Yeole

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In quest of assignments in the areas of Sales & Marketing ~ Sales Manager

PROFILE SNAPSHOT

- Sales Professional with over almost 3 years of experience in driving business profitability.
- Working with **Tata Power Solar-Rooftop** division. Handling Channel Partners, Based in **Jalgaon** & support to **Marathwada & Khandesh** region
- Expertise in planning business operations with focus on top and bottom line profitability through optimal utilization of resources.
- Demonstrated abilities in establishing a strong brand image and enhancing operational efficiencies.

CORE SKILLS

Sales Management	Business Development
Channel Sales	Revenue Generation
P&L	B2B
Retail counter activation	Sales Negotiations

EMPLOYMENT DETAILS

Tata Power Solar System Ltd –Rooftop Division | Market Development Officer, Jalgaon | 21/07/22 – Current

Tata Power Solar System Ltd –Rooftop Division | Channel Sales Officer, Aurangabad | 12/07/21 – 21/07/22

- Handling the responsibility of generating business through Channel partners for Solar System in assigned region.
- Research, identify and onboard new Channel partners in the region and support existing Channel partners.
- Maintaining strong relations with Channel Partners & Influencers
- Handling SFDC software for data & leads management
- Running Pilot program – Visit to Retail shops & activation in the program
- Engaging with Channel partners to enable lead conversion.
- Conducting promotional activities - BTL activity, Exhibitions for Residential, Commercial & Industrial leads.
- Meeting with Associations, Micro-Segment & Implementing Marketing activities.

OYO/Weddingz.in | Venue Manager & Corporate Sales Manager, Pune | 17/06/19 - 22/01/20

- Acquiring corporate clients through leads; understanding the requirement and presenting the venue.
- Maintaining strong business relations with all stakeholders and venue owners.
- End-to-end business development of the assigned area; planning and building short-term and long-term plans.
- Promoting the Venue in collaboration with Marketing and Corporate Team.

Akzo Nobel India Ltd. (Dulux Paint) | Territory Training Sales In-charge, Pune & PCMC | 05/02/18 – 05/10/18

- Handled the responsibility of generating business for Paint in assigned region and accomplishing the business target.
- Maintained relations with Builders, Dealers & Contractors.
- Negotiated the pricing and closed the business deals successfully.

EDUCATION

- PGDMM from Ranade Institute, Pune University in 2019. (65.14%)
- M.B.A. from Sinhgad Institute of Management, Pune University(SPPU) in 2017. (62.93%)
- B.B.A from G. H. Raison Institute of Business Management, Jalgaon, North Maharashtra University in 2014. (59.60%)

Summer Internship

Company Name: Tata Global Beverages Pvt. Ltd.

Project: A study on consumption pattern of TATA tea with special reference to HTS (Hot Tea Stalls) in selected areas of Pune region.

Details: Studied the consumption pattern of tea powder on HTS and understood the tea powder market.

EXTRA CURRICULAR ACTIVITIES

- Participated in state level Olympiad on “Project Management” 2016
- Participated in M.J.S.O.’s Nurturing Excellence & Talent Examination Level II, 2009
- Winner in Poster Competition – PANORAMA, 2015

PERSONAL DETAILS

Address : Flat No. 16, A – Wing, Golden Palm Apartment, Deolai, Aurangabad - 431001

DOB : 10th June 1994