



RAHUL DHENGALE

SALES & SUPPLY CHAIN MANAGMENT PROFESSIONAL 📍 NAGPUR, INDIA 📞 7038675848

◦ DETAILS ◦

Nagpur
India
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◦ LINKS ◦

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◦ SKILLS ◦

Territory Management
Channel Sales
Key Account Management
Business development and planning
Supply Chain Management

◦ LANGUAGES ◦

English

Hindi

Marathi

👤 PROFILE

Organised Industrial & Channel Sales Manager with record of success in surpassing sales targets. Talented in connecting partners and building new sales channels with robust profits. Performance-oriented professional with progressive background and consistent accomplishments.

📁 EMPLOYMENT HISTORY

Channel Sales Executive at The Tata Power Company Ltd, Nagpur

May 2021 — Present

- Responsible for all sales & business development activities in the Vidarbha area.
- Developed solutions with partners to aid in winning new business.
- Assessed, clarified and validated partner needs to nurture relationships and achieve success.
- Met and exceeded targets and growth metrics within assigned partner accounts.
- Responsible for stock monitoring, payment collections, account reconciliation fulfilling MIS requirements
- Improved business processes to increase productivity and align channel sales department with organisation.
- Managed potential channel conflict by fostering excellent communication and strict adherence to channel rules of engagement.
- Increased profit margins by effectively controlling budget and overhead and optimising product turns.

Sales executive at Jindal Stainless Ltd, Mumbai

January 2020 — April 2021

- Managed key accounts and responsible for new business development in Mumbai/Pune region
- Surpassed growth targets and revenue projections by coordinating & planning Stainless steel coils sales to OEM's & stockists
- Analysed past sales data and team performance to develop realistic sales goals.
- Increased revenue by implementing effective sales strategies in sales cycle process from prospecting leads through close.
- Developed sales strategy based on research of consumer buying trends and market conditions.
- Exceeded sales goals by implementing aggressive sales programs, overhauling processes and facilitating market development.
- Developed SWOT analysis and executed targeted sales strategies accordingly using data-driven decision-making.
- Identified and maximized sales opportunities, and increased customer retention rates.

Junior manager at Viraj Profiles Ltd, Mumbai

October 2017 — January 2020

- Accountable for growing the business by effectively managing and developing customer relationships to increase the sales from Distributors, Construction & automobile industries

- Supported management protocols, decisions and plans within company structure, atmosphere and culture.
- Scheduled cross-team meetings, facilitated planning, note-taking and status updates for project execution.
- Engaged with key stakeholders and partners on needs and initiated efforts to define and document requirements.
- Provided ongoing project status reports and development updates to stakeholders to create accountability and ownership within team.
- Managed resource bandwidth and foretasted resource allocations.
- Tracked development milestones and deliverables and aligned to stated deadlines.



EDUCATION



MBA (Sales & Marketing), Sri Balaji University, Pune

June 2015 — May 2017



B. Tech (Chemical engineering), Amravati University, Amravati

August 2010 — May 2014



ACCOMPLISHMENTS



- Collaborated with team of 15 in the development of Influencer & Referral programme in Tata Power.
- Presented a seminar on "Alcohol from animal urine" in National Level Conference Amravati.



PERSONAL DETAILS



Age: 30 years

Date of Birth: 31st August 1992

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