



Nenshi Patel

Business development manager

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Languages

Gujarati (Native)

Hindi (Fluent)

English (Work Proficiency)

About

I have extensive sales experience within dynamic retail environments, excelling in customer service, product demos, and inventory control. My adaptability and passion for premium and luxury products drive me to consistently exceed expectations on the shop floor.

BRANDS WORKED WITH

Associated Pack Tech Engineers

Adit Security Pvt.Ltd/Adit Innovation

Experience

● Business Development Executive/Manager

Adit Security Pvt.Ltd/Adit Innovation | Aug 2017 - Apr 2024

- Working as a Business Development Executive/Manager.
- Responsible for product training.
- Presales for, CCTV, PA system, fire (Avtron, GST).
- Adit Group as India's biggest Quality Products Manufacturing & Distribution Company with highest range of Electronic Security Equipments.
- Responsible for handling distributors, dealers & Projects Clients.
- Responsible for generating leads, fixing appointments, conducting meeting and giving presentations and converting to opportunity
- Preparing the proposal as per client requirements and assisting the client till the deal gets closed.
- To get inquiries from different Media like Tender Tiger, BNI Client, GEM, India Mart etc. and arranging meeting for any technical discussion or any product details required.
- Coordinated with SBU heads and Dealers for different types of project on day-to day basis to meet up the Project requirements and execution planning.

● Sales Executive

Associated Pack Tech Engineers | Jan 2016 - Jul 2017

- Working as a Sales Executive.
- The company is into manufacturer, Supply, Inspection, Commissioning and Service of Packaging machines, Packaging drinking water plant etc.
- Responsible for generating leads, fixing appointments, conducting meeting and giving presentations and converting to opportunity
- Responsible for preparing the proposal as per client requirements and assisting the client till the deal gets closed

Education & Training

● C.C.Sheth Collage Of Commerce

B.com,

● R.h patel collage

M.com,

2011

● G.H.S.E.B

S.S.C,

2013

● G.H.S.E.B

H.S.C,

2016

● Gujarat University

B.COM,

2019

● Gujarat University

M.COM,