



nitinghabak939@gmail.com



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Pune, India



27 December, 1993



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SKILLS

Sales & Marketing

Channel Sales
Management

Team Management

Leadership Skill

Technical Background

Business Development

Product Management &
Sales

Presentation Skill

Communication Skill

LANGUAGES

English
Full Professional Proficiency

Hindi
Native or Bilingual Proficiency

Marathi
Native or Bilingual Proficiency

Nitin Ghabak

Sales Executive

Sales & Business Development Professional with B.Tech in Agricultural Engineering having more than 3 years of sales and marketing experience in tractor, agricultural machineries and implements. An independent and self-motivated graduate with proven and tested negotiation, sales and marketing skills.

WORK EXPERIENCE

Sales Executive

Kirloskar Oil Engines Ltd. Pune

11/2018 - Present

Pune

Achievements/Tasks

- Working from 26th Nov 2018 to till date as a Sales Executive at Kirloskar Oil Engines Ltd.
- Handling a channel network of dealers in western Maharashtra (Pune, Satara, Sangli, Kolhapur & Kokan).
- Ensured dealer development process in given territory.
- Planning and execution of various sales promotional & demo activities in given territory.
- Successfully execution of new product launching in territory.
- Ensured effective process of monthly billing, collection & retail cycle with respective dealers.
- To plan and conduct activities with dealers to promote secondary sales.
- Ensured healthy ROI for channel partners.
- Ensured channel & team motivation.

Contact: Mr. Baburao Khedkar (Area In charge-KOEL) - 9021672598

Sales & Marketing Manager

Shree Samarth Auto Agencies, Palus

2016 - 2018

Palus, Tal-Palus, Dist- Sangli, Maharashtra

Authorized dealers - Kirloskar Oil Engines Ltd. Pune

Achievements/Tasks

- To conduct sales & marketing activities at the showroom.
- Team management & allocation of work at showroom.
- Planning of sales activities, van campaigning & field demos.
- Customer visit & documentation of finance system at showroom.
- Planning & execution of TAO, banker's, customer & mechanic meet.

PERSONAL PROJECTS

Fabrication of semi automatic mechanical boom sprayer (2018)

- This is a last year collage project and selected for state level inter university project competition and got a 1st prize in agricultural category.

EDUCATION

B.Tech (Agricultural Engineering)

Dr. D Y Patil Collage of Agricultural Engineering & Technology, Kolhapur

2019

Kolhapur

Courses

- Farm Machinery & Power Engineering.
- Agricultural Process Engineering.



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ADDRESS

A/P- Palus

Tal- Palus

Dist- Sangli

Pin- 416 310

Maharashtra, India

INTERESTS

Community Involvement

Travel

Volunteering

Marketing

Drawing

Driving

Trekking

Nitin Ghabak

EDUCATION

HSC

Laxmanrao Kirloskar Vidyamandir & Junior Collage, Palus

2011

SCC

Laxmanrao Kirloskar Vidyamandir & Junior Collage, Palus

2009

ACHIEVEMENTS

Promoted as company sales executive from dealer sales manager

3rd Place prize in Maharashtra state

Achieving 3rd place prize in Maharashtra Sate level Handball game championship.

Selected for training camp of State team

Selected for training camp in Maharashtra state team for national level tournament.

CERTIFICATES

Central Farm Machinery Training and Testing Institute Budni (M.P.) (2017)

One Month training on Farm Machinery and Tractor at central Govt. training institute Madhya Pradesh.

Elementary Drawing Certificate

Successfully completed elementary drawing certificate exam.

NCC Certificate

Successfully completed academic NCC and NCC 10 days camp.

Jyotirling Agro Pvt. Ltd. Kolhapur, Maharashtra. (2016)

One month summer training on agricultural implements manufacturing at kolhapur.

Divine Foods (India) Pvt. Ltd. Palus, Dist- Sangli, Maharashtra. (2016)

One month industrial training on food processing.

DECLARATION

I do hereby declare that the above information is true to the best of my knowledge.

Place- Palus

Nitin Ghabak