

ANIL ISHWAR KAMBLE

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CUREER OBJECTIVE

To achieve excellence in profession through maintaining work discipline, developing and applying new ideas. To set small goals and convert them in to bigger one's. To stay on motivated, encouraged and organized and last not the least be a Team Player.

PROFILE

- **Sr. Business Development Manager** – Associated with **Shree Ram Enterprises (SRE)**, Belapur since **October, 2018**.
- **Sr. Business Development Manager** – June 2017 to September,2018 with **Tiptop Facility Services Pvt., Ltd.**
- **Sr. Business Development Manager** – November,2014 to May, 2017 with **Vcare Facility Services**
- **Business Development Manager** – May, 2012 to Oct.,2014 with **CLR Facility Services Pvt Ltd.**
- **Area Sales Manager** – April.2009 to April,2012 with **Aquair Hygiene Solutions Pvt Ltd**
- **Marketing & Sales Manager** – January, 2008 to March,2009 with **Ethos Corp.**
- **Marketing & Sales Manager** – February, 2006 to December,2007 with **Indigo Multitrade Pvt Ltd.**
- **Senior Sales Executive** –January, 2005 to January,2006 with **Jhaveri Bros & Co Pvt Ltd.**
- **Sales Executive** – May,2001 to December,2004 with **C P Jewellers**
- **Sales Executive** – June,1995 to April,2001 with **Sukh's Perfume**

PROFESSIONAL EXPERIENCE

Sr. Business Development Manager

Shree Ram enterprises, Belapur

Since October, 2018 to October 2020.

Industry – Facility Services

Territory – Mumbai, Mumbai Suburbs, Thane and Navi Mumbai.

Target Clients – Corporates, Manufacturing Units, ITs, Hotels, Banks, Hospitals, Printing Press, Educational Institutes, Clubs, Food & Beverages, Retail stores, Public Sector Units, Malls, Theatres, Pharma and Realty Companies etc.

Job profile

- Developing Business by cold Calling, client pitching through research or references.
- Mailing introductory Profile to prospective clients.
- Scheduling appointments and to get maximum meetings done with the clients.
- Keep accurate and detailed records of calls made and result achieved.
- Get sound brief from the client and ensure maximum clients are converted.
- Client follow ups & feedback till the completion of the deal.
- Focused on client satisfaction with developing good relationships.
- Experience across the complete sales cycle – with good communication skills both verbal and written.
- Tender, Proposal and Contract Development.
- Contract Negotiations.
- Knowledge of Operations.

Sr. Business Development Manager

Tiptop Facility Services Pvt., Ltd. Mumbai.

June, 2017 to September, 2018

Industry – Facility Services

Territory – Mumbai, Mumbai Suburbs, Thane and Navi Mumbai.

Target Clients – Corporates, Manufacturing Units, ITs, Hotels, Banks, Hospitals, Printing Press, Educational Institutes, Clubs, Food & Beverages, Retail stores, Public Sector Units, Malls, Theatres, Pharma and Realty Companies etc.

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- Knowledge of Operations.

Sr. Business Development Manager

Vcare Facility Services, Mumbai.

November, 2014 to May, 2017

Industry – Facility Services

Territory – Mumbai, Mumbai Suburbs, Thane and Navi Mumbai.

Target Clients – Corporates, Manufacturing Units, ITs, Hotels, Banks, Hospitals, Printing Press, Educational Institutes, Clubs, Food & Beverages, Retail stores, Public Sector Units, Malls, Theatres, Pharma and Realty Companies etc.

Job profile

- Developing Business by cold Calling, client pitching through research or references.
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- Tender, Proposal and Contract Development.
- Contract Negotiations.
- Knowledge of Operations.

Business Development Manager

CLR Facility Services Pvt Ltd. Mumbai

May,2012 to October,2014.

Industry – Facility Services

Territory – West Region

Target Clients – Corporates, Manufacturing Units, ITs, Hotels, Banks, Hospitals, Printing Press, Educational Institutes, Clubs, Food & Beverages, Retail stores, Public Sector Units, Malls, Theatres, Pharma and Realty Companies etc.

Job profile

- Developing Business by cold Calling, client pitching through research or references.
- Mailing introductory Profile to prospective clients.
- Scheduling appointments and to get maximum meetings done with the clients.
- Keep accurate and detailed records of calls made and result achieved.
- Get sound brief from the client and ensure maximum clients are converted.
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- Experience across the complete sales cycle – with good communication skills both verbal and written.
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- Contract Negotiations.

Area Sales Manager

Aquair Hygiene Solutions Pvt Ltd. Mumbai

From April,2009 to April,2012

Industry – Hygiene Products (Washroom Care, Air Care and Floor Care)

Territory – Mumbai, Thane & Pune.

Target Clients – Corporates, Hotels, Malls, Clubs & International Schools etc.

Job Profile – Core Sales and Team Handling.

Marketing & Sales Manager

Ethos Corp, Mumbai

January,2008 to March,2009

Industry – Hygiene Products (Floor Care)

Territory – All Maharashtra

Target Clients – Facility Service Providers, Hotels and Corporates.

Job Profile – Core Sales and Team Handling.

Marketing & Sales Manager

Indigo Multitrade Pvt., Ltd.

February,2006 to December,2007.

Industry – Polymer {Imported Different Grades of Polymers (LDPE Granules for Milk Pouch)}

Territory – All Maharashtra, Madhya Pradesh and Gujarat.

Target Clients – Plastic Milk Pouch Producers

Job Profile – Sales

Senior Marketing Executive

Jhaveri Bros & Co Pvt Ltd. Mumbai

January,2005 to January,2006

Industry -Awards & Rewards Items

Territory – Mumbai & Thane

Target Clients – Corporates, Schools.

Job Profile – Sales

Sales Executive

C.P.Jewellers, Mumbai

May,2001 to December,2004

Industry - Gold CZ Jewellery (Stone Studded)

Territory-Thane (Shop to Shop)

Target Clients – Jewellers

Job Profile – Sales

Sales Executive

Sukh's Perfumes, Mumbai

June,1995 to April,2001

Industry – FMCG (Perfumes, Attar and Essence Sticks)

Territory – Mumbai

Target Clients – FMCG (Shop to Shop)

Job Profile – Sales

QUALIFICATION:

- Bachelor of Commerce from Mumbai University, 1996.
 - Proficiency in Excel, Word and Power Point.
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PERSONAL PROFILE:

Date of Birth : 17th September, 1972.

Languages Known : Marathi, Hindi and English

Current CTC : 48000/- in hand Salary.

EXPECTED Salary : As per industry standards (Negotiable)

JOINING PERIOD : 7-15 Days