

NIKHIL CHAMPALAL PATIL

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Address: 134/A, Sarovar Colony, Jijamata Chowk, Gurudwara, Akurdi, Pune 411033

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PROFESSIONAL SUMMARY

As a results-driven Business Development Assistant Team Lead with over 1.5+ years of experience, I excel in driving business growth, cultivating client relationships, and leading strategic initiatives that align with organizational goals. Known for my commitment to excellence, I combine strategic insight with a passion for inspiring and empowering high-performing teams to deliver exceptional results.

WORK EXPERIENCE

Success Pitchers Media and Technology Pvt Ltd, Pune

January 2023 – Till Date

Designation: Assistant Team Lead

Roles & Responsibilities:

- **Achieve Sales Targets:** Consistently meet Monthly, Quarterly, Half-Yearly, and Yearly team sales and payment targets.
- **Business Development Strategy:** Develop and execute business development strategies that are in line with company objectives.
- **Market Research and Opportunity Identification:** Conduct thorough research to identify potential clients and emerging market opportunities.
- **Contract Negotiation:** Demonstrate expertise in negotiating contracts and agreements to close high-value deals.
- **Client Relationship Management:** Build and maintain strong, long-lasting relationships with key clients.
- **Team Leadership and Mentorship:** Lead, mentor, and coach the business development team to enhance performance and drive results.

Hitachi Astemo Brake Systems India, Jalgaon

February 2020 – January 2022

Designation: Trainee Associate (QA)

Roles & Responsibilities:

- **Quality Control and Assurance:** Conduct visual inspections and testing to ensure compliance with quality standards.
- **Documentation and Reporting:** Maintain accurate records of inspections, test results, and quality-related data. Prepare detailed reports on quality findings and provide recommendations for improvements.
- **Process Monitoring:** Monitor production processes to ensure they meet established quality standards. Support continuous improvement efforts.
- **Root Cause Analysis and Corrective Actions:** Investigate quality issues, identify root causes, and collaborate with cross-functional teams to implement corrective and preventive actions.

SKILLS

- Collaboration and teamwork
- Strong ability to lead and motivate a team.
- Time management skills
- Ability to face the problem and gives positive result.
- Technical writing skills
- Problem-solving skills
- Ability to work independently and Ability to work under pressure.

IT PROFICIENCY

- Basic Knowledge of Basic Java And Core Java
- JIRA
- Knowledge of Manual Testing and Automation Testing
- Agile Methodology and Agile Ceremonies
- Basics of Postman API, SQL
- MS Excel, Word, PowerPoint.
- Basic Knowledge of Selenium Automation with java.

ACADEMIC DETAILS

Qualification	Board/University	Year of Passing	Percentage/CGPA
MBA in Marketing	KBC North Maharashtra University, Jalgaon	2022	9.81 CGPA
Bachelor of Engineering	Savitribai Phule Pune University, Pune	2019	8.96 CGPA
Diploma	Smt. Sharchchandrika Suresh Patil Institute of Technology, Chopda	2016	79.12%

PERSONAL INFOORMATION

Full Name: Nikhil Champalal Patil

Date of Birth: 02/11/1997

Marital Status : Unmarried.

Permanent Address: At Post: Zurkheda, Tal: Dharangaon, Dist: Jalgaon, Maharashtra, 425103.

Langauge Known:

- English: Proficient
- Hindi : Proficient
- Marathi: Proficient

DECLARATION

I hereby declare that all above mentioned information is true and correct to the best of my knowledge.

Place:

Date:

Signature: