

# Harshal Patil

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421201.**

## Skill Highlights

- Emerging markets
- Sales cycle management
- Lead Generation
- Prospecting
- Market Analysis
- Proposal Development
- Sales Strategies
- Sales Reporting
- Database Management
- B to B sales
- Business development and planning

## Education

**Yadavrao Institute Of  
Engineering and Technology, Karjat.**

• Expected in 08/2020

Bachelor of Engineering: Computer  
Science

**Tilak Nagar Vidya Mandir**

Dombivli

• 03/2013

HSC: Science Education

## Professional Summery

Accomplished Sales executive offering 2 years of experience developing and maximizing Services sales. Diligent in building and retaining accounts by providing support and attentive service. Expertise in marketing strategies, product promotion and merchandising to achieve market penetration. Successful record of expanding network connections through persuasive brand imaging.

## Experience

**Organization: Design and Drawing Solution**

**Post: International Sales Executive**

**Domain: Construction Services**

**Location: DOMBIIVALI, MAHARASHTRA**

**Period: 03/2019 – Current**

**Responsibilities:**

- Developed relationships with clients and potential clients to improve business growth.
- Set objectives and led sales team to achieve aggressive global sales goals.
- Collaborated with upper management to implement continuous improvements and exceed team goals.
- Owned all aspects of sales planning, development, and team and account management.
- Performed various sales activities for hunting the new clients using various Tools and social networking platform like email, linked in etc.
- Responsible for acquire the new customers from overseas mainly from USA, UK, Australia.
- Actively engaged in making of Presentations, Brochures, company profile for the customer review.
- Strongly engaged in core sales of services which are provided by organization.
- Strong knowledge of International market.
- To develop trust in international client by directly contacting then over the calls, emails, video conferencing.
- Identify the potential customers and keep providing them follow up regarding services.
- Prepare the various records and reports of Raw data, data base, leads, Social media activities etc.
- Analysis of report and planning the sales activities according to the analysis.

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## Computer Skills

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- MS-Office
- Social media Platforms
- Hardware and Software installation/Uninstallation
- CRM Tools

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## Personal Skills

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- Self Motivated and Self driven
- Team Player
- Can Work under pressure and tight deadlines
- Positive Attitude

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## Personal Information

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- Name: Harshal Prabhakar Patil
  - DOB: 25/08/1995
  - Language : Marathi, English, Hindi
  - Unmarried
  - Hobbies: Reading, Writing Poems, Trekking, Cooking.
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## Organization: PCMA Engineers

### Post: Sales Engineer

**Domain: Automation Services**

**Location: Pune, MAHARASHTRA**

**Period: 07/2018 - 02/2019**

#### Responsibilities:

- Handle the inquiries obtained from Customers and various source.
- Look for the requirements of customer.
- Provide the best solution for needs and convert the potential client in to the customer.
- Solve the queries from the customers.
- Partnering with sales executives to plan, prepare and execute on strategic deals in complex sales cycles.
- Effectively communicate client needs to the R&D teams for future product enhancements
- Manage all technical aspects of RFP / RFI responses
- Provide the best and competitive quotations with best Automation Solutions.
- Manage all the reports for the overall Business Development activities.
- Negotiate with customers upon the provided rates to crack the deals

#### Declaration

**I hereby declare that the above information provided is true to the best of knowledge.**

**Date:**

**Place: Dombivali**

**Signature:**