NIKHIL BORKAR

BUSINESS DEVELOPMENT & EXPANSION MANAGER

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# INTRODUCTION

A dedicated Business Development Manager with 3.9 years of supervisory experience. Skilled in Managing Team to streamline daily activities for maximized productivity and sales. Detail-oriented and dedicated to cultivating efficient environments for top service. Tenacious manager with strategic and analytical approach to solving problems, bringing in customers and accomplishing profit targets. Goal-oriented manager with distinguished experience in Health care and Food Tech industries and proven leadership abilities. Expert in increasing productivity and customer satisfaction while driving revenue and sales. Committed to streamlining procedures while optimizing employee talent. Hardworking and passionate Manager with strong organizational skills. Ready to help team achieve company goals. Dedicated Food Tech & Health Care professional with history of meeting company goals utilizing consistent and organized practices. Skilled in working under pressure and adapting to new situations and challenges to best enhance the organizational brand. Organized and dependable candidate successful at managing multiple priorities with a positive attitude. Willingness to take on added responsibilities to meet team goals.

# WORK EXPERIENCE

* **December-2021 to date:** BUSINESS DEVELOPMENT AND EXPANSION MANAGER AT EAT CLUB BRANDS PVT. LTD. (BOX 8), MUMBAI (MH)
	+ Managed project timeline and built up shelves to launch new location.
	+ Leveraged launch playbook to define and optimize processes.
	+ Maintained energy and enthusiasm in fast-paced environment.
	+ Increased customer satisfaction by resolving issues.
	+ Used coordination and planning skills to achieve results according to schedule.
	+ Developed and implemented performance improvement strategies and plans to promote continuous improvement.
	+ Developed team communications and information for meetings.
	+ Demonstrated respect, friendliness and willingness to help wherever needed.
	+ Worked within applicable standards, policies and regulatory guidelines to promote safe working environment.
	+ Actively listened to customers' requests, confirming full understanding before addressing concerns.
	+ Collaborated cross-functionally with headquarters, regional and other teams nationally to maintain consistent message and experience.
	+ Collaborated with upper management to implement continuous improvements and exceed team goals.
	+ Property acquisition and commercial negotiations to open new retail outlets.
* **February 2021 to December 2021:** GHV ADVANCED CARE PVT. LTD. (PRISTYN CARE), MUMBAI (MH)
	+ Handling Business Development as well as operations in a region.
	+ Established relationships with key decision-makers within customer's organization to promote growth & retention.
	+ Mentoring my team members, assessing their strength and assigning specific roles to maximize their performance.
	+ Drive the team to achieve qualitative as well as quantitative targets.
	+ Negotiated, prepared and signed contracts with clients.
	+ Generated new business with marketing initiatives and strategic plans.
	+ Analyzed & identified opportunities for account growth, account penetration and market expansion.
	+ Streamlined operations by delivering recommendations for knowledge-based processes & procedures.
	+ Negotiated and closed long-term agreements with new clients in assigned territory.
* **September 2019 to January 2021:** BUSINESS DEVELOPMENT EXECUTIVE AT INFORM DS TECHNOLOGIES PVT. LTD. (DOXPER), AHMEDABAD (GJ)
	+ Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
	+ Developed and executed strategic initiatives to implement key changes and improvements in business development and sales programs.
	+ Created vision and provided leadership for targeting larger prospects.
	+ Proper need analysis and identification and pitching solutions accordingly.
	+ Meeting both qualitative and quantitative targets.
	+ Over all business development by maintaining coordination between cross functional teams.
	+ Build prospects from cold leads with efficient relationship as well as brand building.
	+ Applying new strategies to penetrate warm and virgin market.

# ACADEMIC QUALIFICATION

**2017-2019:** Masters of Business Administration (MBA- Marketing & Finance)

*Tirpude Institute of Management Education- RTMNU, Nagpur (MH)*

**2010-2014:** Bachelor of Engineering (Mechanical Engineering)

*G. H. Raisoni Academy of Engineering & Technology- RTMNU, Nagpur (MH)*

# PROFESSIONAL & SOFT SKILLS

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| * Analytical Problem Solver
 | * Business Development & Planning
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| * Team & Territory Management
 | * Account Management
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| * B to B Sales
 | * Coaching & Mentoring
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