

Dadangouda Patil

Business Development Manager

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LinkedIn:- <https://www.linkedin.com/in/dadangouda-patil-65548213b>

Professional Summary		
Dynamic and results-driven Business Development Manager with nearly 2 years of experience in sales, key account management, market penetration, and team leadership. Adept at managing B2B clients, demand planning, launching new products, and driving business growth across Karnataka and Delhi NCR. Proven ability to lead teams, identify opportunities, and deliver revenue growth.		
Professional Experience / Trainings		
Business Development Manager at Saral Proticons	- Developed and executed strategic business plans to drive growth in the Delhi NCR and Karnataka markets and increase sales revenue by 400% - Analyzed sales data and market trends to identify opportunities for growth and improvement - Spearheaded the launch of Protipet products in the Delhi NCR region, achieving significant market penetration and brand recognition - Mentored and led 4 members sales team, fostering a high performance culture - Managed the sales process from prospecting to closing, ensuring high levels of customer satisfaction and retention - Analyzed data using MS Excel and Power BI to generate actionable insights for demand planning and process optimization. - Handled key B2B accounts, ensuring client satisfaction, retention, and growth. - Built and maintained strong relationships with key clients, veterinarians, and industry stakeholders	Mar 2023 - Present
Summer Intern at Ayurvet Research Foundation	Crop Specific Supplementation of Vermicompost for Soil Enrichment - Know the importance of supplementation of vermicompost - Learnt about different methods of supplementation of vermicompost - Know the farmer behaviour on Vermicompost - Learnt role of vermicompost in Soil Enrichment - Market potential of Vermicompost in Indian Agriculture - Know the behaviour of dealers and retails while dealing with the vermicompost	Jun 2022 - July 2022
Project Intern at KPMG	DPR on Collection centre cum guest house - Prepared DPR on Collection centre cum guest house for MPCs Saurkund, Dist- Tehari Gharwal - Understood role of Multi Prepose Cooperative Society in Rural livelihood	Feb 2022 - Mar 2022
Lead Digital Marketing Intern	Skylark Foods Pvt. Ltd. (Nutrich) - Team Building skills (Build and Led team of 5 members) - Increase the followers in social media like FB, LinkedIn, Instagram - Learnt poster designing (Product promotion through posters on social media)	Dec 2021 - Jan 2022
Positions of Responsibility during College Stint		
ISAB Greater Noida	Member of Alumni Cell, Imperial School of Agri Business, Greater Noida	2022
University of Agricultural Sciences, Dharwad	Group leader during Experimental Learning Programme	2019-20
	Batch leader for RAWE Programme for 58 students	2019-20
	Led a team of 6 members in Inter College Cross Country Tournament for 2 times	2017 & 2018

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Co-Curricular and Extracurricular Activities during College Stint			
ISAB Greater Noida	▪ Organising member of Alumni meet 2021		2021
University of Agricultural Sciences, Dharwad	▪ Represented UAS, Dharwad in All India Inter-University Cross Country Championships for 3 times		2016 2017 & 2018
	▪ Represented UAS, Dharwad in Terrestrial Adventure Sports Camp		2017
	▪ Secured Second place in 10000-meter event at the UAS Dharwad Intercollegiate Athletic Meet ▪ Secured Third place in 5000-meter event at the UAS Dharwad Intercollegiate Athletic Meet		2016 - 2017
Educational Qualifications			
Degree/Class	Institution/ Board	Percentage	Year
PG MBA- Food and Agribusiness Management	Imperial School of Agri Business, Greater Noida	69	2021
UG B.Sc. (Hons.) Agricultural Marketing and Cooperation	College of Agriculture, Dharwad	75	2020
XII PUC	Aryabhata PU Science College, Dharwad	65	2016
X SSLC	Morarji Desai Residential School, Hidakal-Dam	88.48	2014
Hobbies and Languages			
Hobbies	▪ Practicing Yoga helps me improving my physical and mental balance , increasing strength and flexibility and fighting stress		
	▪ Travelling exposes me to new people, places, and things while also improving my time management abilities.		
Languages Known		Speak	Read
	▪ Kannada	✓	✓
	▪ English	✓	✓
	▪ Hindi	✓	✓
	▪ Telugu	✓	✓