

Madan Dhekale  
+919172704461  
madan.dhekale@gmail.com

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**Job Objective** Searching for a challenging career as Business Development Executive of well-established company in which I can put my skills to the test.

**Profile:**

- ✓ Experience in business development, planning and executing business strategies.
- ✓ Experience in developing new market channels and building strong relationships with sales managers, customers and industry leaders.

**Skills:**

- Extensive experience in business-to-consumer relationship development for training and consulting services
- Good expertise in cold sales calls and effective and immediate relationship building
- Proficient in Internet, Microsoft Office Suite e.g. Outlook, PowerPoint, Excel and Access
- Ability to articulate value proposition and perform account qualification and opportunity assessment effectively

**Professional Experience:**

**Business Development Executive**

VSky Creations Pvt. Ltd., Kolhapur.  
Sept 2017 – Present

- Working as team leader for training department.
- Counseling new enquiry and sales calls.
- Identified customer needs and developed value added proposition proposal and pricing.
- Ensured accurate, cost effective implementation for training courses.
- Prepared activity reports and distributed marketing materials.
- Researched and identified market prospects and targets.
- Developed systematic marketing campaign.

**Business Development Executive**

AH Info Solutions Pvt. Ltd., Kolhapur.  
Feb 2016- Aug 2017

- Achieved sales revenue goals for acquiring new clients.
- Assessed clients need for services.
- Scheduled and arranged for new client appointments and calls.
- Prioritized sales services and achieved new client acquisition goals.
- Developed and implemented plans to contact targets.
- Provided sales strategy and expertise in proposal development to help close new business.

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### **Center Coordinator**

Shree Com InfoTech, Ichalkaranji.  
Jan 2013- Nov 2014

- Designed and developed training programs.
- Consistently exceeded 100% of monthly target goals for training students
- Developed and managed monthly budgets, calculated, submitted and processed commissions.
- Facilitated monthly meetings and staff trainings
- Communicated information with clarity to keep parents and staff updated

### **Education**

- B.C.A. Sadashivrao Mandlik Mahavidyalaya, Murgud.
- Diploma (Computer Science) Sharad Institute of Technology.
- S.S.C. Shri Ram High school Gangapur

### **Achievements:**

- First prize in paper presentation in ORNATE-2K11 at SIT polytechnic. (State Level)
- First prize in project competition in PROEX-2K12 at YD MANE polytechnic. (State level)
- Participated in paper presentation in Kryptos 2K12 at Vitthal Patil poly. Dhamani.
- Participated in Project presentation in Technocrat at SIT polytechnic. (State Level)
- Conducted Workshop on "DATABASE CONNECTIVITY IN VB.NET & ASP.NET". (Assist)
- Conducted One Day Workshop on "Ethical Hacking" In "Yashvantrao Chavan Poly." Ichalkaranji

### **Personal Details:**

**Name:** Madan Satappa Dhekale  
**Address:** A/p Gangapur Tal. Bhudargad, Dist. Kolhapur  
**E-mail:** madan.dhekale@gmail.com  
**Contact No.:** 9172714461