



Prathmesh Nichal

Business Analyst

My Contact

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Hard Skill

- SQL
- Tableau
- Excel/ Google Sheet
- Visual Analytics

Soft Skill

- communication and Negotiation
- Critical thinking Decision Making
- Analytical skills problem-solving
- Multi-tasking

Education Background

- IIM Visakhapatnam
Complete in 2024
Executive Professional Course in Business Analytics & Data Driven Decision Making
- BSC Industrial Science YCMOU
Completed in 2021
Specializing in areas such as Economic and Financial Systems, Operations Research, Quality and Statistics, and General Industrial Engineering
- HSC - Pune University HPT Arts & RYK Science
COMPUTER SCIENCE 2017

About Me

Dedicated and detail-oriented Business Analyst and Development of 5 years of experience. Knowledgeable in methods used to close winning deals

Professional Experience

Territory Sales Manager - Tumbledry

August 2023 – Present

Key responsibilities:

- 1.Territory Planning of right geographies based on target consumers
- Identification of right retail outlets to be converted into a tumble dry store
- Participation in trade shows for generating leads
- Site selection and project management from Appointment of Right Franchise till the store lease agreement

Senior Sales Executive- Indiamart Intermesh LTD

JUNE 2022 TO August 2023

Key responsibilities:

- Demonstrated products to show potential buyers benefits and advantages and encourage purchases.
- Secured new clients through targeted prospecting and networking

Business Development Manager-SIVARAA ENTERPRISES

MAY 2020 TO JUNE 2022

Key responsibilities:

- Prepared reports and presentations detailing business development activities and outlining new initiatives.
- Developed excellent working knowledge of FMCG industry trends and improvements in processes.
- Observed financial performance and identified trends

Business Development Intern-Nashik Engineering Cluster

NOV 2019 TO FEB 2020

Key responsibilities:

- Created short-term and long-term goals for business team to achieve objectives.
- Identified cross-selling opportunities through ongoing customer needs analysis.