**MayankVerma**

10, Sector – J,

Aashiyana

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**CAREER OBJECTIVE**

Seeking for a challenging career in Sales and gaining experience in the field to utilize my organizational and convincing skills, in order to increase productivity of the organization.

**SKILLS SET**

* Strong communication skills
* Team player
* Strong analytical skills
* Strategic planning
* Financial Oversight
* Strong interpersonal skills

**Education**

* MBA in Marketing

**Domain Skills**

* Marketing, Sales and Team Management
* Developing new clients and negotiating with them for securing profitable business.
* Forecasting sales and executing them in a given time frame thus enhancing client.

**Sales**

* Handle Presentations, Product demos and interaction with all key people and convince them implicitly, closing the case keeping all the major aspects in front and increased sales growth.

**Channel Management & Distribution**

* Planning & Developing and appointing new business partners to expand product reach in the market and working in close interaction with the dealers and distributors to assist them to promote the product.

**Client Relationship Management**

* Managing customer centric operations and ensuring customer satisfaction by achieving delivery and service quality norms.
* Identifying improvement areas & implementing measures to maximize customer satisfaction levels.

**Team Supervision**

* Monitoring, recruiting, training & motivating the manpower and providing direction to the sales team for ensuring optimum performance and enhancing their professional and soft skills.
* Analyzing the performance of team members for assigning targets on a regular basis.

**ACADEMIC PROJECT UNDERTAKEN**

**Project:** Sales & Marketing analysis  
**Duration:** 10 weeks  
**Company:** Idea Cellular Limited  
**Work Profile:**

* Going on field with seniors to study the market and customers of the company
* Generating enquiries for the company and converting them to customers
* Studying market the company products as compared to other companies
* Assisting seniors in daily activities

**WORK EXPERIENCE**

* An astute & result oriented professional with nearly 6 + Years of exhaustive field experience in Business Development, Sales & Marketing, Product Promotion, Distribution Management & Team Management, Hiring and Training.
* Currently designated as Senior Sales Manager with Samriddhi Group, Luck now.
* Attained proficiency in expanding the business operations and sales & marketing activities in Luck now and skirting areas and eastern UP.
* Proven skills in breaking new avenues & driving revenue growth and proactively conducting opportunity analysis by keeping abreast of market trends/competitor moves to achieve market-share metrics.
* Skills in developing relationships with key decision-makers in target organization’s for revenue.
* Flexible attitude to cope up with the changing situations and emerging with enhanced performance.
* Trained in various leadership, sales management and financial planning module
* Excellent interpersonal, analytical and negotiation skills

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**PERSONAL KNOWHOWS**

Date of Birth – 19-01-1991

Languages – Hindi and English

Relationship Status – Married

Date: - 11t September, 2018

Place: Mira Road E MayankVerma