

MAYANK JAIN

SALES & MARKETING
PROFESSIONAL

Contact

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Skills

Sales processes



Strategic Planning



Business development and
planning



New Business Development



Sales Reporting



Direct sales



Strategic account
development



Account management



Software

Multitasking Abilities of tally



Very Good

Strict Sales and marketing professional with 9 years of marketing supervisory experience. Skilled in new product development with ability to streamline daily activities for maximized productivity and sales. Detail-oriented and dedicated to cultivating efficient environments for top service.

Work History

2014-08 -
Current

Manager of Business Development and Sales,

SHREE MAHAVIR JEWELLERS, GHATKOPAR, Maharashtra

- Initiated new sales and marketing plans for product roll-outs, including developing sales, distribution and media strategy.
- Liaised with customers, management and sales team to better understand customer needs and recommend appropriate solutions.
- Resolved problems with high-profile customers to maintain relationships and increase return customer base.
- Investigated and integrated new strategies to expand business operations and grow customer base.
- Increased profit margins by effectively controlling budget and overhead and optimizing product turns.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Managed revenue models, process flows, operations support and customer engagement strategies.
- Collaborated with upper management to implement continuous improvements and exceed team goals.
- Drove team and company profits by developing and strengthening relationships with industry partners and potential clients.

2012-02 -
2014-05

Sales Manager

SHREE MAHAVIR CAR DECOR, PANVEL, MH

- Managed order cycle to enhance business development and maintain sustainability and

Languages

Hindi.english,marathi,gujrati

customer satisfaction.

- Developed value-added solutions and approaches by leveraging trends in customer marketplaces and industries.
- Aggressively pursued competitive accounts by differentiating company from competitors.

Education

2010-07 -

High School Diploma

2012-02

TARAPUR VIDYA MANDIR - BOISAR