

Career Objective:-

MBA with Dedicated experience in sales, Marketing & Management ready to accept challenges & quick learner with excellent communication & convincing skills.

Work Experience:-

Marvel Infocomm Pvt Ltd(National Tenders)

Duration: - 3rd February 2020 to 30th November 2022.

Designation: - Regional Development Manager

- Looked after Revenue Generation through new client & business acquisitions, coordination with head office.
- Handled entire *Saurashtra* & Kutch region, East India, Madhya Pradesh, Delhi, Andaman Nikobar & Baroda.
- Looked after Sales & Collection activities through executives.
- Liaisoning work with Business Channel partner, Direct Local Clients, Corporate Clients.
- Handled 6 Team leaders at different location.

Achievements:-

- Start big revenue from single clients.
- Start Private Company Tender Publishing with big clients.
- Developed new policies for market.
- Developed new market West Bengal, Madhya Pradesh, Delhi, Andaman Nikobar & Baroda.

Shayona Times Pvt Ltd(NGS)

Duration: - 23th November 2017 to 31st December 2019.

Designation: - Sr. Manager

- Looked after Revenue Generation through new client & business acquisitions.
- Handled entire *Saurashtra* region.
- Looked after Sales & Collection activities.
- Liaison with Media Agencies, Direct Local Clients, Corporate Clients,
- Handled Team of 8 Executives.

Achievements:-

- Supplements & Events

DB Corp Ltd(Divya Bhaskar)

Duration: - 1st March 14 to 20th November 2017

Designation: - Manager- Ad Sales

- Looked after Revenue Generation through new clients & business acquisitions.
- Handled Electric, Auto Mobile, IT, Communication, Health, Real Estate, Life Style, B2B, Agriculture, Jewelers & Entertainment category related Clients,
- Looked after Sales & Collection activities.
- Liaison with Media Agencies, Direct Local Clients, Corporate Clients,
- Handled Team of 7 Executives.

Achievement:-

- Developed categories like communication category achievement developed 12 lacs to 56 lacs with in 2 years.
- Auto Mobile category done event with Ashok Leyland, Bosch etc.
- Real Estate category Gujarat first best feature Awas mela booked in Rajkot.
- Achieve best performance trophy for Electronic category.

Network 18 Media & Investments Ltd

Duration: - 1st October 11 to 14th Feb 14.

Designation: - Deputy Manager- Sales

- Booking of advertisement for 9 different magazines, Exhibition newsletters, Exhibition stalls for 10 different cities, Email Advertisements, Online Spaces.
- Working all Saurashtra & Kutch area.
- Handled Team of 3 Executives.

Achievements:-

- Joined as a Key Account Manager & promoted as a Deputy Manager- Sales.
- Achieved Q1 target & stood 1st In India among in group.
- Taken 160% growth in Exhibition stall booking.
- Taken business growth to 191%.

IPF Online Ltd(IPF)

Duration: - 17th September 09 to 17th September 11

Designation: - Sales Executive

- Booking of advertisement for 3 different magazines
- Booking of stall for exhibitions like IPF Trade Fair
- Working all Saurashtra & Kutch area.

Achievements:-

- Business growth was of 300% by getting with new clients.
- Expanding company business in different areas.

Hari Infonet Ltd (HELPLINE)

Duration: - 5th August 04 to 2nd September 09

Designation: - Sr. Sales Manager

- Booking of advertisement for Inbound Call centers, Yellow pages, Email Campaign, Bulk SMS campaign, Online advertisements.
- Working at Saurashtra, South Gujarat, Ahmadabad & Baroda

Achievements:-

Join as a Sales Executive and promoted as a Sr. Sales Executive then Sales Manager & then Sr. Sales Manager.

Educational Qualifications:-

- ❖ MBA Marketing Management from Jaipur National University
- ❖ PGDCA from Saurashtra University.
- ❖ Bachelor of Commerce from Saurashtra University.

Personal Profile:-

Date of Birth: - 10th November 1984

Gender: - Male

Languages: - Gujarati, Hindi, English

Address: - "Harsh", 5-Nivedita Society, Nr. Gopal Chowk, 150 Feet Ring Road, Rajkot