

MAYANK SRIVASTAVA

CAREER OBJECTIVE

To make positive impact in my field of activity leading to Organization growth by creative application of my value based convictions and professional divinity by putting my all efforts in the work assigned to me in an organization where I can grow along with the organization.

PROFILE

- ★ Done Master Business Administration
- ★ Total 7+ Years of Experience in Sales & Distribution
- ★ Industry Experience → P A Trading, Future Choice, Consumer – Pedilite, Mobile – Apple

Company:- P A TRADING (JULY 2019 TO PRESENT)(Ghaziabad , Noida And Goa)..

Description: - Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives.

Designation: - AREA SALES MANAGER

Roles and Responsibilities:

- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence.
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Present sales, revenue and expenses reports and realistic forecasts to the management team.
- Identify emerging markets and market shifts while being fully aware of new products and competition status.

Company - MAPLE DIGITAL TECHNOLOGIES PRIVATE LTD (MAY 2015 TO JULY 2019)(Mumbai).

Description: - Responsibility for selling apple product.

Designation: - ASST. STORE MANAGER

Roles and Responsibilities:

- Communicating with the visiting customers and providing them assistance on using, customizing, servicing and maintaining Apple products
- Suggesting suitable products and modifications and delivering products suiting clients' needs.
- Promoting new products, latest version and conveying its features to the walk-in customers
- Supporting sales team in achieving sales targets.
- Creating loyal customers for Apple stores and strengthening organization's efforts to survive competition
- Designing new schemes and payment facilities, exclusively for existing Apple customers

COMPANY – ESSAE TEROKA PRIVATE LIMITED (Mumbai).

DESCRIPTION: It was headed towards the establishment of new marketing channels in order to increase the sales by promoting our company products.

DESIGNATION: Sales Officer (February 2014 to April 2015)

Roles and Responsibilities:

- To develop new business opportunities by marketing company products.
- Maintaining and increasing sales of your company's products.
- Ability to work independently and under pressure.
- Converted the leads into successful opportunities to increase the revenue by diligent follow ups
- Having the ability to maximize profitable volume growth, market share and client preference in the assigned market.
- Acting as a communicator with the dealers in obtaining needed process information for performance of work and giving guidance to the clients in settling finance related queries.

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