

RONAK GOSAI

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OBJECTIVE

To be a very good marketing professional and be a part of organisation, where I can contribute to its various marketing initiative.

CAREER SKILLS / KNOWLEDGE:

- | | |
|--|---|
| <ul style="list-style-type: none">• Marketing and Sales• Leadership skills• Event Management | <ul style="list-style-type: none">• Customer relations• Operation and Administration• Presentation skills |
|--|---|

PROFESSIONAL EXPERIENCE

Mansi Wings Honda

Sept. 2020-Oct 2022

Branch Manager

- ✓ Lead generation
 - Generating leads per month 20.
- ✓ Lead closing
 - Lead closing 50 including walk-ins per month
- ✓ Stock management
 - Managing Rs.32.5 lacs of stock on an average.
- ✓ Inquiry management
 - Every month inquiry analysis.
 - Inquiry handling, follow-ups and converting them in buyers
- ✓ Event handling
 - Collected data through survey from public places.
 - Awareness program for road safety with ARTO, AMC. For 1 week.

Achievements

- ✓ All Gujarat 1st in Diwali 2021 sales, sold 3500 vehicles.

Weddingz.in

April 2019- Sept 2020

Venue Manager

- ✓ Clients event handling
- ✓ Lead management with closing
- ✓ Manage Decoration as per customer's delight
- ✓ Manage venue and smooth functioning of the entire event

Achievements

- ✓ Achieved 135% target worth 5,40,000 Rs in August 2019.

Vijeet Facility Management**Feb 2018- Aug 2018****Sales and Marketing Executive**

- ✓ Plan & execute marketing & sales activities to generate new clients
- ✓ Develop strong repo with older clients and get reference business
- ✓ Generate new contracts through marketing activities
- ✓ Documentation and data handling.

Academic Project /SIP done:

Maahi Milk : “Sales and distribution strategy of Gopal Namkeen Pvt. Ltd. To develop new market in Ahmadabad –A study conducted for Maahi Milk Producer Company Ltd.”

Academics:

Sr. No.	Qualification	College/Institute	Board/Institute	Year	CPI/ Percentage
1	M.B.A.	Oakbrook Business School, Ahmedabad	Gujarat Technical University	2017	6.92
2	B.Com	J. J. Kundaliya Commerce College, Rajkot	Saurashtra University	2015	59.86
3	H.S.C.	Atmiya School, Rajkot	Gujarat Higher Secondary Educational Board	2012	54.00
4	S.S.C.	Atmiya School, Rajkot	Gujarat Higher Secondary Educational Board	2010	58.15

Regards,
Ronak Gosai