

Mahesh Thalakari

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10+ years experience of Marketing and Sales in sensitive corporate environment. Include:
Team work, Personal targets, maintains professional relationship with Architects, Interior Designers
and clients, consistently receiving excellent feedback from clients and seniors.

Work Experience

Roots Industries India Ltd.(www.syonaroots.com)

Business Development Manager - April 2019

Focus on institutional sales. Maintain relationships with Architects and Interior designers and purchase managers. Deal in bulk order. Including Office chairs, café furniture and School College's furniture.

Attica Interio

Business Development Manager - February 2018 to March 2019

Attend client in showroom, Sales, Presentation, Set targets, build strong network with Interior Designers, Relationship with new contacts, handling existing client problems, reporting to senior. Products: Gifts, Artifacts, Handmade Traditional Paintings and other decorative items.

Tangent the Designer Concept

Area Sales Manager - February 2017 to January 2018

Maintain relationships with business contacts, Architects, Interior designers. Deal in bulk order. Including Imported Office, Residential and Restaurant furniture.

Fama Living

Business Development Manager - October 2013 - Dec 2016

Identify and maintain relationship with Interior Designer and clients. Present the Spanish, Malaysian, sofas, recliner chairs to client and architect. Included Stanley and comfort furniture hub products. Coordinating with managers regarding Sales.

Alankit Assignment Ltd.

Relationship Manager - August 2012 - July 2013

Manage client meetings & give information about trading and demat account with online software demo and additional stock market tips.

Angel Broking Ltd.

Asst.Unit Manager - September 2008 - June 2012

Manage sales team & motivate team for the performance & achieve the team target & give information about trading and demat account with online software demo and additional stock market tips.

Education

2002 | Management Diploma in Cooperative | Pune University

2001 | BA | Aurangabad University

1998 | Higher Secondary Education | Aurangabad University

1996 | Secondary Education | Aurangabad University

Job Profile [Sales]

Experience in furniture industry. Lead Generation. Meet Architects Interior Designers to get their client requirement for Modular Furniture. Market Survey, visit Builder's Developers offices for their Ongoing under Possession Apartment to find Potential customers. Understanding designer's architects language - Having good communication, proven presentation, negotiation skills. Self - driven, energetic and resilient. Experienced in Marketing. Presentable confident. Excellent communication skills both written and oral. Identify, create and pursue new business opportunities and clients. Products - sofas, recliners, relaxing chairs, dinning sets, Showpieces, Gifts, Artifacts, Handmade Traditional Paintings, office furniture, Waiting gang chairs, visitor chairs, Study chairs, included market of Residential interior, Restaurants, Offices, and Cafés.

Network

Connected with more than 180+ Interior Designers and Architects around Pune city which are giving me regular business and selling all type of interior products.

Key Responsibilities

Understand client's requirements, Identifying and maintaining relationship with Architects, Interior designers and Clients. Site visits of the some major clients like flats, bungalow and some outgoing interior sites of architects. Coordinating with managers regarding monthly sales and targets.

Achievements

Awarded as "Outstanding performance" in pan India level on 26 Rank and first in Maharashtra with Angel Broking.

Other Activity

Hiking, Trekking, Travelling, Photography, Cycling, Reading books and also attending Marathons.



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