RESUME

Mayur D. Joshi

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**Objective:**

To work in pragmatic way in an organization where I can show my talent and enhance my skills in my field to meet continuous progress on both professional and personal fronts achieving company goals and objective with full integrity, commitment and zest.

**Summary:**

* Currently working with M-Tech Innovations Ltd. as Sr. Marketing Executive.
* I have total 7.5 years of work experience.
* Always willing to innovate the new techniques which can improve the existing product sale and improve client relations.
* Always learn new things for market development and increase sales revenue.
* Good understanding of product and market.
* Dedicate to getting the company name in front of many people/customers as possible at the lowest cost.
* Opportunistic Marketing promotions specialist, constantly looking for new ways to expand the company’s exposure and get long-term return on investment for marketing programs.
* Keeps up to date with recent market and industry trends, technology and competitors.

**Skills:**

* Interpersonal skills.
* Good oral and written communication skills.
* Lead generation, Team work.
* Marketing management.
* Sales management.
* Customer service.
* Maintaining profitable, amicable relationship with client.
* Knowledge of Petrol and Diesel engine and spare parts.
* Contract and Deal Negotiations.
* Good analytical and problem solving skills.
* Proficiency in MS-Office and IT Skills.
* Data Analysis.

**Experience:**

* **Company Name:**

**M-Tech Innovations Ltd. - Pune**

 **Sr. Marketing Executive for OEM Sectors, July 2022 to Present**

 **Job Profile:**

* Good Relationship with Existing customers and develop new customers.
* Meet to Customers and maintain relationship and genrate orders
* Social media activities like as Sending Mail, What's app Messages and Cold calling.
* Present online on daily basis, making job cards, planning for material dispatch.
* Doing market survey for genrat new leads and increase sale.
* Maintain Database and update on daily basis.
* Daily MIS Report, monthly report and send to senior management.
* Making quotation, filling Gov. Tenders and taking follow up on time to time.
* **Company Name:**

**KSPG Automotive India Pvt. Ltd. - Pune**

**Area Sales Officer for Aftermarket, March 2018 to June 2022**

 **Job Profile:**

* Work closely with sales to create strong marketing promotions for customer appreciation events.
* Create strong relationship with dealers and distributors.
* Exceeded sales 30 percent more than Sales target (Bearings) each month.
* Maintaining the database and setting the sales target of companies as per their sales potential.
* Create social media campaigns as an area sales officer for company’s after sales product.
* Successfully launched a digital marketing campaign for company’s newly introduced after sales market product line.
* Attended daily planning meetings to develop and optimize sales activity plans.
* Resolution of customer issues related to product.
* Customer claim settlement.
* Tacking follow-ups with existing customers.
* Handle and develop four districts market.(Pune, Ahamadnagar, Aurangabad and Jalna)
* Create new markets for existing products by finding purposes for their use through analyzing data.

**Achievements:**

* Awarded as a Best sales officer.
* Achievement of sales goals more than sales target.

* **Company Name:**

**Infosys BPO Ltd. - Pune**

**Sr.Process executive, March 2015 to August 2017**

 **Job Profile:**

* Indexing of documents as per standard operating procedure.
* Review all documents and match or complete the information on client funding system.
* Maintain daily production sheet.
* Team handling and training to team members.
* Provide on-the-job assistance to team members.

**Achievements:**

* Awarded R and R awards for as rising star
* I-star award.
* **Company Name:**

 **FAG Bearing Ltd. - Pune**

**Marketing and Sales Representative for Aftermarket, June 2013 to February 2015.**

 **Job Profile:**

* Developed customer relationship with more than 100 local dealers.
* Reviewed sales performance for sales division and generated key reports for weekly, monthly and quarterly meetings.
* Lead generations and sales promotions.
* Arrange van campaign for product promotion.
* Contract and deal negotiations.

**Educational Academic:**

* MCM (Master in computer Management) from Pune University in 2011.
* B.com from Pune University in 2008.

**Other Qualification**

* Distance learning MBA in marketing from AIM.
* Software Testing Course from GNS Technologies Pvt. Ltd
* C,C++ and .Net Course from Phoenix Computer Institute
* MS-CIT certification exam with 61% score By Maharashtra Knowledge Corporation Ltd.

**Personal Details:**

Name: Mayur Dhundiraj Joshi.

Date of Birth: 02/11/1987.
Sex: Male.
Marital Status: Married.
Languages known: English, Hindi, Marathi.

Address: 204, Anandwan residency, Lane no. 31A, Vitthai Nagar, Dhayri, Pune.

**Declaration:**

I hereby declare that above mentioned information is true & best of my knowledge.

**Date:**

**Mayur Joshi.**