

# MAYANK JAIN

SALES & MARKETING  
PROFESSIONAL

## Contact

### Address

Mumbai, MH, 400104

### Phone

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## Skills

Sales processes



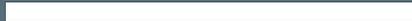
Strategic Planning



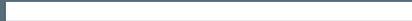
Business development and  
planning



New Business Development



Sales Reporting



Direct sales



Strategic account  
development



Account management



## Software

Multitasking Abilities of tally



Very Good

Strict Sales and marketing professional with 9 years of marketing supervisory experience. Skilled in new product development with ability to streamline daily activities for maximized productivity and sales. Detail-oriented and dedicated to cultivating efficient environments for top service.

## Work History

2014-08 -  
Current

### Manager of Business Development and Sales,

*SHREE MAHAVIR JEWELLERS, GHATKOPAR, Maharashtra*

- Initiated new sales and marketing plans for product roll-outs, including developing sales, distribution and media strategy.
- Liaised with customers, management and sales team to better understand customer needs and recommend appropriate solutions.
- Resolved problems with high-profile customers to maintain relationships and increase return customer base.
- Investigated and integrated new strategies to expand business operations and grow customer base.
- Increased profit margins by effectively controlling budget and overhead and optimizing product turns.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Managed revenue models, process flows, operations support and customer engagement strategies.
- Collaborated with upper management to implement continuous improvements and exceed team goals.
- Drove team and company profits by developing and strengthening relationships with industry partners and potential clients.

2012-02 -  
2014-05

### Sales Manager

*SHREE MAHAVIR CAR DECOR, PANVEL, MH*

- Managed order cycle to enhance business development and maintain sustainability and

## Languages

Hindi.english,marathi,gujrati

customer satisfaction.

- Developed value-added solutions and approaches by leveraging trends in customer marketplaces and industries.
- Aggressively pursued competitive accounts by differentiating company from competitors.

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## Education

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2010-07 -

**High School Diploma**

2012-02

*TARAPUR VIDYA MANDIR - BOISAR*