



DEVANSHU MEHTA

CONTACT

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PROFESSIONAL SUMMARY

Self-motivated Sr.Executive (Sales and Marketing), Using exceptional communication and relationship-building ability to develop professional and personal relations. Resourceful and able to creatively solve problems with innovative ideas. My leadership qualities and confidence set me apart from others.

SKILLS

- CRM
- Sales
- Leadership skills
- Certified Trainer
- Public Speaking
- Customer Service
- Management
- PowerPoint

EXPERIENCE

SR. EXECUTIVE(SALES & MARKETING) *Jun 2018 - Current*
SCC Online, Ahmedabad

- Generating sales, achieving and exceeding sales targets.
- Have managed the Gujarat region single-handed. Traveled extensively.
- Experience in dealing with Sr.Advocates, High court Judges, Corporates, Law firms, and government and non-government institutions.
- Conducting training for Judges, advocates, Judicial officers, and Law students.
- Generating revenue from new and recurring customers. Generating revenue from upselling, and cross-selling.
- Developed excellent customer relations.

KEY ACCOUNT MANAGER(SALES) *Jan 2017 - May 2018*
Identix Design Co, Ahmedabad

- Managing retainer accounts of one of the leading F&B companies in Ahmedabad
- Planning, strategizing, and executing marketing activities for clients.
- Planning, execution, and coordination of various ATL & BTL activities.
- Client coordination.
- Manage online marketing campaigns. Deriving strategies for online Marketing. Managing Social Media Marketing on Facebook, Twitter, LinkedIn, Blogs. Look after SEO, on-page SEO, off-page SEO, Link Generation. Email Marketing. Create content for the website

MARKETING EXECUTIVE *Jan 2016 - Dec 2016*
Industrial Jewels Pvt Ltd, Bhavnagar

- International Business Marketing to expand International business through out the world.
- Import-Export Documentation, dealing with International clients.
- Expanding Presence of the company on Social Network for SEO and Brand Awareness.
- Generating lead by identifying potential customers.
- Maintain MDPs and QRSPs to monitor and achieve sales targets.

KEY ACCOUNT EXECUTIVE (SALES) *Jun 2015 - Nov 2015*
Tradeindia.com-Infocom Network Ltd, Bhavnagar

- Manage b2b sellers on Tradeindia.com.
- Identifying their needs and providing them services accordingly.
- To retain sellers by developing and maintaining relationships.
- To increase sales by Upselling and Cross-Selling.
- Manage Key sellers' e-commerce content on Tradeindia.com
- Update their Website with new products and manage their product showcase. Optimize keywords, Creating content for existing and

new products of clients.

- To Help my key accounts grow their business.

SUMMER INTERN *Jun 2014 - Aug 2014*

Kwickadd

- Business development,
- Brand and Product awareness,
- Lead generation and to find out potential customers.
- Conducting surveys
- Analyzing data and deriving strategy to grow kwickadd

EDUCATION

MASTER OF BUSINESS ADMINISTRATION (MBA) - MARKETING *Jan 2015*

Sri Chimanbhai Patel Institute Of Management and Research, Shri Chimanbhai Patel Institute of Management and Research, Ahmedabad
by me during my Degree Programme; Comprehensive study on Indian Consumer's attitude and behavior on Viral Marketing. Summer internship at Kwickadd technologies Pvt Ltd Ahmedabad. Globalcountry study Report on Horticulture Industry in Canada. Actively participated and won in many Inter-colleges competition for group Discussions , Business Plan Presentations.

BACHELOR OF SCIENCE (B.SC) - CHEMISTRY *Jan 2012*

Sir P.P.Institute of Science, Bhavnagar