

# Mandar Vaste

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# Speak to customers, either face to face or over the phone  
# gain an understanding of customers' specific business needs and apply product knowledge to meet them  
# ensure quality of service by developing a thorough and detailed knowledge of technical specifications and other features of employers' systems and processes, and then documenting them  
# carry out cold-calling in order to create interest in products and services, generate new business leads and arrange meetings  
# identify and develop new business through networking and follow-up courtesy calls  
# prepare and deliver presentations and demonstrations of software to customers  
# market and promote a portfolio of products by writing and designing sales literature and attending industry events  
# maintain awareness and keep abreast of constantly changing software and hardware systems and peripherals  
# develop effective sales plans using sales methodology  
# provide technical advice to customers on all aspects of the installation and use of computer systems and networks, both before and after the sale  
# advise on software features and how they can be applied to assist in a variety of contexts such as accounting, manufacturing or other specialist areas  
# meet sales targets set by managers and contribute to team targets  
# network with existing customers in order to maintain links and promote additional products and upgrades  
# handle hardware or software problems and faults, referring on to specialist technical colleagues where appropriate  
# respond to tender documents, proposals, reports and supporting literature  
# manage workload in order to organize and prioritize daily and weekly goals  
# contribute to team or progress meetings to update and inform colleagues.

## Personal Details

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**Date of Birth:** 1988-10-10

**Eligible to work in:** India

**Highest Career Level:** 2-5 years experience

**Industry:** IT Operations & Helpdesk, IT-Hardware & Networking, Management, Quality Assurance, Sales, Software Development

**Total years of experience:** 6

## Work Experience

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### **IT Sales Executive**

Sagar Enterprises - India

January 2018 to Present

Project Title: - Various XML and HTML related projects

Department: - XML Conversion

Skill Used: - XML, CSS, HTML

Roles and Responsibilities: -

1. Quality checking through check List and deliverable points and creating package of E-books
2. Handling Book and Journals Workflow quality check in XML Files.
3. QC check as XML and HTML for E-Books.
4. It is a final department of Quality Check and sends Packages to direct vendor on their Server.
5. Solving Technical Issues and Sending Reports
6. Is to QA/QC the data in XML/HTML format and to verify it.

### **IT Sales Executive**

Riser Softtech Pvt. Ltd.

October 2016 to June 2018

Skill Used: XML, SQL Server 2008 R2, MVC4 (razor)

Project Title: Project Management

1. This Website basically developed to track project activity from requirement to deployment.
2. Client can Login into system. He can upload the required document on this system. also he can chat with respective person of the company
3. After requirement, company will create the different milestone for this project with different date.
4. Each milestone has 3 phases (sub milestone)

# Development (40%)

# Testing (40%)

# Deployment (20%)

5. After Completion of each phase the particular percentage will be added to this milestone

So client can see the progress of their project. Client can also track the particular project work date wise. User can see how many documents are added in system.

6. User can also add the backlog issue. User can see If any issue arises during development and see if the particular backlog completed or not.

Roles and Responsibilities: -

# Attending initial sales meetings and meeting the client

# Determining a client's business requirements and whether the products being considered are suitable

# Decide whether the software or hardware needs adapting to meet the client's needs

# Answering any technical questions, the client might have

# Presenting your findings to a technical team to act on, and then to the client

IBD SOLUTION Pune (4 Years)

Designation: IT Sales Executive

Duration: 21 June 2014 - 1 March 2015

Skill Used: XML, CSS, HTML, MVC (4.0), Angular.js

Project Title: Interview process

1. This website basically developed for IBD to make interview process system.
  2. There are two Types of users in the System.
    - # External Users
    - # Internal Users
  3. External User has to take the exam test and generate the result.
  4. Internal User has the ability to add the question, question marks, option according to question technology type. When internal users have logged in, as per his permission Menu will be shown. Admin User has to approve the question and then it can be added. So this question ready for exam for the external user
- Roles and Responsibilities: -
- # build good working relationships
  - # understand the needs of your business customers
  - # research the market and related products
  - # present the product or service favourably and in a structured professional way face-to-face.

### **IT Sales Executive**

Designation

November 2011 to January 2014

Skill Used: XML, CSS, HTML, C#.net.

Project Title: Tstocky Management

1. Stocky for tyre Showroom is a software which is used to automate all operations related to sales and purchase in a tyre showroom
2. This software is basically used to maintain total transactions between the Dealer & the customer
3. This software provides daily outstanding alerts of customers who are not paying the store and also records the payment details of Customer.
4. Tstocky provides facility for claim generation of particular tyres and Products using Serial No.
5. Reports (TStocky)

# Collection

# Company Account Reports

# Customer Outstanding Reports

# Loss & Profit Reports

# Purchase General Reports

# Sales General Reports

# Stock Reports

Roles and Responsibilities: -

# prepare and deliver presentations and demonstrations of software to customers

# identify and develop new business through networking and follow-up courtesy calls

# prepare and deliver presentations and demonstrations of software to customers

# market and promote a portfolio of products by writing and designing sales literature and attending industry events

# develop effective sales plans using sales methodology

# meet sales targets set by managers and contribute to team targets

### **Education**

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#### **BCA**

Pune University - Pune, MAHARASHTRA, IN

2010

**H.S.C**

Maharashtra Board

2006

**S.S.C in Web Technology**

Maharashtra Board

2004

**Skills / IT Skills**

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- Languages Microsoft Visual Studio 2008(.net).  
Web Technology Asp.net, MVC4, MVC5.  
Database Known SQL, SQL Server2005; Angular Js.  
Operating systems Windows, Linux.
- Organisational skills
- Communication skills
- Leadership