**Mukul Uniyal**

Address: F-11,Nivedita Kunj, Sec-10, R.K.Puram, New Delhi-110022

E-mail: mukul\_uniyal@yahoo.co.in

Mobile No.: 9968064086, 9350580597, 011-26716173

**Objective**

Seeking to handle increasing responsibility & challenging assignment to harness my skills, knowledge and achieve recognition. To be a part of an environment that promotes team efforts and provides opportunity for value based growth as well as career advancement while making significant contribution to the organization.

**EXPERIENCE**

**1. Sanvei Overseas Pvt. Ltd.**

**Designation: Sales Manager-North & East India (July 15, 2011 till present)**

**Job Profile:**

* Establishing and developing a strong and profitable relationship with Government departments and Public Sector Undertakings for IT and surveillance related business.
* Exhaustive knowledge of tendering and approval processes of Government departments and Public Sector Undertakings.
* Identifying and capturing business opportunities for IT products and services and ensure coordination from conception to delivery.
* Convincing the customer about the benefits of company’s products with those of the competitors.
* Leading a Sales and technical support team.
* Responsible for product pricing.
* Analyzing information and evaluating results to choose the best solution and solve problems.

**2. Intel Technology India Pvt. Ltd.**

**Designation:** **Business Development Manager-North & East India** (**January 9, 2010 -July 1, 2011)**

**Job Profile:**

* Working under the payrolls of Kestone Integrated Marketing Services Pvt. Ltd.
* Increasing revenue through the channel by developing and implementing channel sales and marketing program.
* Driving all initiated campaigns into channel sales and marketing activities.
* Identifying the appropriate localization of the channel marketing program and agree this with each subsidiary, setting expectations for both parties
* Serving as an interface between Corporate Marketing, Strategic Alliance sales and subsidiary Channel Marketing organizations.
* Collaborating with global functions to identify and create opportunities for partner involvement to achieve sales and business plan objectives.
* Key responsibility areas includes instilling a marketing led ethos throughout the business, customer relationship management, helping channel partners in technical terms and marketing terms for finalizing their deals and tenders in government sectors as well as in corporate sectors, managing agencies and making customer focused decisions.

**3. Bharti Airtel Services.:**

**Designation: Key Account Manager (Nov 2006-December 2009)**

**Job Profile:**

* Adding Value to organization by bringing productive sales, maintaining and enhancing customer base to organization.
* Dealing with International clients; however the primary focus is on Commercials & SME clients.
* Selling through problem solving of existing clients, and keeping this attitude to add more clients to existing clientele base.
* Collecting information about market and customer that help in maintaining MIS.
* Providing the required assistance to juniors.
* Working under the guidance of and reporting to the Area Sales Manager.
* Key Responsibility includes sales planning, allocation of executives, daily account schedule, monitoring accounts, training and development of the Sales Executives, Executive Reports, DSR, etc.

**PROFESSIONAL QUALIFICATION**

**Masters in Business Administration** from **IMT Ghaziabad (2008-2011)**

**Specialization: Marketing & International Business**

**Bachelors of Business Administration(2003-2006)**

Rockwood Business School, Noida Affiliated to CCS University (First Division)

**Summer Training:**

Underwent summer training at **TATA Chemicals Ltd**, Noida (**2005)**

**Topic:**

Trends in chemicals of **TATA Chemicals Ltd.**

**Dissertation Topic:**

**RURAL USING OF CHEMICALS IN INDIA**

**Computer Proficiency:**

Knowledge in MS-Office 97/2000, especially MS-Word, Excel and Power Point.

**academic QUALIFICATIOn**

**Class X and Class XII**

Suraj Bhan DAV Public School Vasant Vihar, New Delhi (C.B.S.E Board)

**Extra curricular ACTIVITIES**

* Participated & won in various Cricket championship held in University.
* Actively participated in inter hall sports events at AMU in cricket (1999-2001).
* Actively participated in a Symposium on AIDS organized by NSS, Ministry of HRD, Govt. of India (2003).

**Personal PROFILE**

Father’s Name: Mr. Vinay Krishna Uniyal

Date of Birth: 30-09-1983

Sex: Male

Marital Status: Bachelor

Nationality: Indian

Language Proficiency: English, Hindi

**(Mukul Uniyal)**