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**Akshaya Chavan**

**Mobile: +91 9664555656**

**Email: akshya.chavan12@gmail.com**

**To seek a professional career with an established organisation, looking for a long term association where individual skills, hardwork and honesty are recognized and conductive work culture is provided.**

**PROFESSIONAL SYNOPSIS**

* Functional expertise in identifying and developing new markets for the organisation’s existing products, market survey & analysis for new product development, client retention, network expansion and new market penetration.
* Insightful knowledge of business process analysis and design, process rationalisation, performance measurement and quality.

**CORE COMPETENCIES**

**Technical Skill**

* Internet Savvy.

#### Function Skills

**Sales and Marketing Operations**

* Accountable for managing the sales and marketing operations of products in the assigned territories.
* Implementing sales promotional activities as a part of brand building and market development effort.
* Forecasting and planning the sales target.

**Sales Promotion**

* Devising & implementing pre & post marketing activities for successful launching of new products.
* Managing products in terms of prices, quality and new products and developing markets for the same.

**SALES EXPERIENCE**

**Since October 2012 to till date Sr. Executive – CORPORATE SALES with PVR –CINEMAX LTD,**

**MUMBAI**

**Job Profile:**

* Handling corporate clients for branding, block bookings
* Follow ups with Clients & Agencies
* Handling Corporate clients PAN INDIA LOCATIONS..
* Planning, Analysing and achieving monthly targets

**Since MAY 2011 to AUG 2012 Sr. Executive with JAGRAN-MIDDAY GROUP, MUMBAI**

**Job Profile:**

* Working in Classified section or area retail category.
* Follow ups with Clients & Agencies
* Planning, Analysing and achieving monthly targets

**Since APRIL 2010 to MAR 2011 SALES EXECUTIVE With HINDUSTAN TIMES MUMBAI**

**Job Profile:**

* Handling Thane and beyond area retail business for the Supplements
* Follow ups with Clients & Agencies
* Planning, Analysing and achieving monthly targets

**Since 2009 to 2010 SALES EXECUTIVE With SEVENTY MM CO. MUMBAI**

SEVENTY MM Co . Mainly involved in Entertainment and media field and manufacture CD’s DVD’s

**Role : “Sales Executive”**

**Job Profile**

* Increasing business by promoting CD’s & DVD’ products.
* Planning & controlling sales and covering root level customer.
* Handling Sales tem & promotional activities.

**ACADEMIC CREDENTIALS**

* **CURRENTLYPURSUING MBA FROM ITM INSTITUTE OF MGMT**
* Bachelor of management student of S.N.D.T University.
* S.S.C. From Maharastra State Board with 48.66% in 2005.
* H.S.C. From Maharastra State Board with 49.83% in 2007.
* B.M.S From S.N.D.T University, with 57.00% in 2010

**PERSONAL DETAILS**

Date of Birth : 12th Feb 1989

Languages : English, Hindi & Marathi.

Nationality **:** Indian

Marital Status : Single

Address : 42, Minerva Mansion, Dr. Babasaheb Ambedkar Rd. Dadar (East)

MUMBAI-400 014

**DECLARATION**

I hereby declare that the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mention particulars.

**Place : Mumbai**

**Date: Akshaya G. Chavan.**