

## Swati MehtaFeatured Resume

Sales & Marketing Head seeking roles in Sales,Marketing,Business Development,Key Account Management,Channel Sales,Strategic Planning,Product Promotions,Revenue Generation,Sales Strategy,Market Research,Brand Management,Client Servicing,P&L Management

Current Designation: Sales and Marketing Head

Current Company: Jai Bajrang Steels

Current Location: Jaipur

Pref. Location: Jaipur

Functional Area: Sales / BD

Role: Sales/BD Mgr

Industry: Construction/Engineering/Cement/Metals

Marital Status: Single/unmarried

Total Experience: 6 Year(s) 0 Month(s)

Notice Period: Currently Serving Notice Period

Highest Degree: M.A [Economics]

Key Skills: Sales & Marketing Head,Sales/BD Manager,Sales,Marketing,Business Development,Key Account Management,Channel Sales,Strategic Planning,Product Promotions,Revenue Generation,Sales Strategy,Market Research,Brand Management,Client Servicing,P&L Management

Verified : Phone Number | Email - id

ID: 56a18e4d66a0ff9570Last Active: 17-Sep-20Last Modified: 17-Sep-20

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[Summary](#)

Skilled professional with 6 years of experience in Sales,Marketing,Business Development,Key Account Management,Channel Sales,Strategic Planning,Product Promotions,Revenue Generation,Sales Strategy,Market Research,Brand Management,Client Servicing,P&L Management

#### Work Experience

Jai Bajrang Steels as Sales and Marketing Head

Jul 2019 to Jul 2020

Team Handling of around 60-70 people

Carrying out the branding activities & coordination with the company regarding branding plan to achieve sales target according to the set budgets.

Evaluating and reviewing the performance of the Area Sales Officers.

Understanding the problems of the dealers & providing the necessary resolution to it.

Framing various schemes and checking their development in order to increase the sale targets.

Coordination with all the builder groups in order to generate business from them.

Negotiating with the vendors for the purchase of products for carrying out the Contractor schemes.

Handling the Trade section for Wonder Cement

Jai Bajrang Steels as Sales and Marketing Head

Jul 2019 to Till Date

JPC Group as Head Relationship Manager

Aug 2018 to Aug 2019

Handling a team of around 30 people

Training new team members, taking mock calls, assisting team with cold calling, handling issues.

Meeting HNI Clients and taking meetings for final pricing scheduled for the closings.

Meeting Brokers and associating them with the company so targets can be achieved.

Coordinating with vendor agencies for updated requirement for IVR, Digital Marketing, Website Development.

Understanding and updating the software changes to the vendor agency.

Reviewing the monthly performance reports of employees and working upon their betterment.

Framing and implementing the corrective measures required for the growth opportunities.

Framing company policies and updating the employees as per the management.

Taking interviews and completing joining and relieving formalities of the employees

Checking and approving the salary sheets and incentive distribution every month.

Addressing customer and employee satisfaction issues promptly

Reporting about the issues and performance of the company to top level management.

Setting up the monthly targets and framing lucrative sales incentive plans on achieving them.

Analyzing the suggestive changes required and taking approvals for them from the top level management

PG & Companies as General Manager and a Trainer

Dec 2015 to Aug 2018

- Meeting New Clients and making sure to make business from them for the company.
- Coordinating with different department for all the coordination
- Preparing Training Manuals, Presentations and Training new recruits in the efficient manner.
- Timely completion of process training which has created sufficient backup.
- Solve customer's queries regarding to payment status and vendor management
- Training and Development of the staff at the managerial and subordinate level.
- Addressing the vendor agency and updating them about the upcoming requirements.
- Locate areas of improvement and propose corrective action that meet challenges and leverage growth opportunities
- Address customer and employee satisfaction issues promptly.
- Plan approaches and pitches "Work with the team to develop proposals that speak to the client's needs, concerns and objectives.
- Ensuring that plans as directed are executed with the best of the potential.
- Evaluation of result and preparing report on the same

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Education

UG: B.Com (Commerce) from s.s jain subodh pg mahavidyalaya in 2015

PG: M.A (Economics) from IIS University jaipur in 2017

Other Qualifications/Certifications/Programs:

Mcom & MA

PRT Insurance agents

CPT

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Languages Known