



# Ayush Maheshwari

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Ahmedabad, Gujarat

## Profile Summary

- Accomplished professional with nearly **6.5 years** of experience in **Sales & Marketing – Domestic & Exports**.
- Effective marketing management combined with creativity, sales minded leadership, team building, communication, interpersonal and presentation skills.
- Proactively organizing sessions with senior management teams on new changes brought in under marketing reforms and strategizing implementation of new marketing strategy.

## Key Skills

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Interpersonal skill

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Customer Vendor  
Relations

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Business Development

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MIS in Excel

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Order Procurement

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Presentation

## Career Timeline



(JUNE-2018 - TILL DATE)



(MARCH-2017 – MAY-2018 )



(NOV-2015 – FEB-2017)

## Work Experience

(JUNE-2018 – TILL DATE)



### NIRMA LTD- AHMEDABAD, INDIA

Sales Coordinator

#### Key Result Areas

##### ➤ Domestic

- Responsible from order to payment for Soda Ash, Bicarbonate & Salt.
- To maintain threshold stock levels at all Depot's
- General trade sales for North & East Region.
- Preparation of Realisation Report, Freight MIS Report & Sales Report.
- MIS reports presented to decision maker i.e NSR, Freight Gain & Loss, Sales Report & Import Analysis.

##### ➤ Export

- Sales of Soda Ash, Bicarb & Salt, negotiating with Buyers, taking follow up with manufacturing plant and logistics dept, follow-up with CHA's and internal communications with EXIM Dept.
- My role involves sending offer, negotiations, dispatch.
- Logistic & operation for export movement from plant to port.
- Scheduling trucks for dispatches & discussing with concern dept.

(MARCH-2017 – MAY-2018)



## SAURASHTRA CEMENT LTD- PORBANDAR, INDIA

Junior Officer (Accounts)

### Key Result Areas

- Discussing and preparing the fund requirement.
- Open new customer accounts, including checking, saving and lines of credit.
- Preparation of payment advice for contractor.
- Participating in the negotiation from buyers to export the product.
- Making debit & credit note of parties.
- Updation and allotment of Vendor & Employee codes.
- Bill Verification Passing Journal & payment entries.
- Passing the bills of labours, contractors, consultant, transporter, capital expenditure, miscellaneous expenses etc.

(NOV-2015 – FEB-2017)



SENIOR METALS

## SENIOR METALS PVT LTD - JAMNAGAR, INDIA

Executive Marketing

### Key Result Areas

- Maintaining and updating mailing database & producing reports to monitor results
- Studying competitor products and services.
- Arranging for the effective distribution of marketing materials
- Exploring ways of improving existing products and services, and increasing profitability also monitoring and analyzing market trends.
- Identifying target markets and developing strategies to communicate with them
- Preparing and managing marketing plans and budgets, monitoring and analyzing market trends.
- Travelling to trade shows, conferences and sales meetings.
- Carry out market research and customer surveys to assess demand, brand positioning and awareness.

## Education

- **MBA (Foreign Trade)**  
School Of Commerce  
2013 – 2015
- **BBA (Foreign Trade)**  
School Of Commerce  
2010 – 2013



## Extra Curricular Activity

- **Attended National Business Olympiad & reached at Golden level** conducted by IIM- Bangalore.
- **Participated & worked as an active member in NSS (National Service Scheme) under the Ministry of Youth Affairs & Sports (Govt. of India) during 2013-2015.**
- **Participated as volunteer in EXIM Seminar held at A.T.C (Shipping) Pvt Ltd.**
- **Participated in the workshop on Foreign trade in Industry's eye.**
- **Volunteered in Clean Indore Green indore Campaign, Zero Waste Campaign in Indore and managed collection and donation of food, clothes, money for orphanage and old age homes during 2013-2015.**



## Quality and Strength

- I am able to foster and maintain client relationships resulting high growth in sales for the organization. I am working consistently to meet the exceeding sales and service objectives.
- Hard as well as smart work executor and Good Time Management Skill.
- Willingness to work in groups and ability to lead group activities.
- Good Soft skill to manage relations with sub-ordinates as well as senior management.



## Personal Details

<b>Father Name:</b>	: - Rajendra Maheshwari
<b>DOB</b>	: - 29/09/1992
<b>Marital Status</b>	: - Married
<b>Languages Known</b>	: - English, Hindi, Gujarati and Marathi
<b>Permanent Address</b>	: - L-5 /18, DCC Colony, Digvijaygram, Sikka, Via- Jamnagar (Gujarat). Pin:-361140