 

**KRINAL MEHTA**

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# Work Experience:-

* Co-founder and CEO: Krinal Mehta Inc. – A Digital Marketing Agency
  + Our clients : [Search Results Media](http://www.searchresultsmedia.com/), [Glorywebs](http://www.glorywebs.com/), [Credencys](https://www.credencys.com/), [Software Suggest](https://www.softwaresuggest.com/), [AllEvents](http://allevents.in/), [AP Events,](http://www.apeventsindia.com/) [Kays Harbor,](http://kaysharbor.com/) [HyperDrive Infotech,](http://www.hdpos.in/) [Atharva Ayurveda](http://atharvaayu.com/), [Yoda](http://yodalearning.com/) [Learning,](http://yodalearning.com/) [WSI Digital Web,](https://www.wsidigitalweb.co.uk/) [Salerno Medical](http://www.salernomedical.com/), [ProMusic Plus](http://www.promusicplusweston.com/), [MLveda](http://www.mlveda.com/)
* Worked as Project Manager with Search Results Media from December 2011 to September 2015.
  + Key Responsibilities:
    - People Management: Managing a team of 12 Senior and Junior Digtial Marketing Professionals.
    - Project Management: Managed 300+ SEO, PPC and Social Media projects across different industry verticals in the North America, Europe and Australian markets.
    - Client Management: Maintaining healthy relationships with regular follow-ups and prompt response.
    - Digital Marketing Strategies: Implement sustainable SEO strategies that will bring results to the clients. Ongoing research to create innovative techniques that work.
    - Training: Provide training to the team on latest SEO techniques, conduct weekly review meetings and quarterly strategic meetings.
    - Pre Sales: Prepare Digital Marketing Proposals for prospects providing competitive analysis data alongside a roadmap for the SEO campaign.
* Worked as SEO Analyst & Content Writer at Kaushalam Digital Pvt Ltd from March 2011 to December 2011.
  + Key Responsibilities:
    - On-Page Optimization
    - Off-Page Optimization
    - Content Development
* Worked as Head of Software Division at Innova Systems India Pvt Ltd from March 2010 to September 2010.
  + Key Responsibilities:
    - Internet Marketing
      * SEO, PPC, SMO, SMM.
    - Project Management
    - Requirement Analysis
* Worked as a Business Development Manager at Sai Institute of Information Technology (Formerly known as Sai Technology) from 1/8/2009 to 28/2/2010
  + Key Responsibilities:
    - Increase the number of walk-ins by different promotion activities.
    - Convert maximum Walk-Ins to admissions.
    - Arrange seminars in Engineering and Management colleges.
    - Review counseling and follow-up activities and leverage advertisement cost.
    - Generate business for Application and Web Development.
* Worked as a Business Development Manager with Innova Systems (India) Pvt. Ltd. From 12/3/2009.to 31/7/2009.
  + Key Responsibilities:
    - Generate business from Education and Research vertical.
    - Assist the sales team in all the verticals to close sales based on Microsoft Range of Products as a Product Manager.
    - Arrange seminars and student activities to promote Flood-IT (KG 2 PG) Project.
    - Worked as Manpower Coordinator for: Engimach 2004, Canon, Samsung DigitAll, Meera Club Ltd., Fun Republic, Kohinoor Basmati, International Doctors Conference 2004, ESPN Star Sports Speedster, Castrol, Tata Indicom and Ultratech Cement.

# ACADEMICS:-

* Completed B.Com from Gujarat University in March 2006 with 57%.
* Completed HSC from G.H.S.E.B.in March 2003 with 75.67%.

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