

# MAYANK SINGHAI

## MANAGER MARKETING

Marketing Manager with BE and +5 years of Experience in Cutting tools Industry and Heavy Machinery. Seeking to leverage my technical and professional expertise to learn and grow in the new role of Business development manager at your company

### Experience

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2016-01 -  
present

#### **Manager Marketing**

*Miranda Tools pvt ltd*

Business development of Miranda Product i.e. Bi-Metal Band

Saw Blade, MCBB, Power saw, Hack saw all India basis.

Providing After Sales Support and Service.

Understanding application of customer and complaints on regular basis. Conduct trials and suggest Application to Improve the Lost regain customer. Co-ordinate with Sales Branches all over pan India and Perform Trials at customer End.

Co-ordinate with Quality and Production Department to ensure the standard quality and timely delivery of material.

Regularly visit Branches and the customers for business development, Maintain relationship by giving them support information and necessary guidance. Schedule meetings and periodically visit to customer end & promoting our services.

Create and Manage customer database of old customers and new customers in Take all accounts of customer monthly quarterly and yearly.

Tracking market development and competitor activities. Branch wise SKU wise Budget Preparation, close eye on market share, Analysis of competitors activities.

2015-07 -  
2016-01

#### **Sales & Application Engineer**

*MEBA India pvt ltd*

Business Development of MEBA Products like Band Saw Blade And MEBA Band Saw Machines, Annular Cutter.

Business Development of RSA circular Saw Machine and MEBA Cutters.

Providing after Sales Support and Service as we are sawing expert.

Regularly visit customers and dealers, Maintain relationship by giving them support information and necessary guidance.

Schedule meetings and periodically visit to our customer and promoting our service offering.

Create and Manage customer database of old customers and new Customer's in Ahmedabad, Rajkot extended to whole Gujarat.

Take all accounts of customer monthly quarterly and yearly.

Driving business growth through client's engagement.

2013-07 -  
2015-07

#### **Sales and Service Engineer**

*ITL Industries Ltd*



### Personal Info

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Address

Ahmedabad

Phone

9727963603

E-mail

mayanksinghai999@gmail.com

Date of birth

1991-08-27

### Skills

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#### **Computer Skills** Advanced

knowledge of MS Excel (macros, pivot tables, data visualization)

Proficient in MS Access (creating and modifying databases, tables, queries and forms; reports advanced

#### **Management Skills** work

management, time management,

**MS Office** - expert knowledge of entire suite

**Adaptability** worked on different location

**Teamwork** - part of sales team who generated most revenue for the company

Designing of panel as per the requirement.  
Electrical drawing using auto cad.  
Learning the every logic of circular saw machine and servicing.  
Learning every logic of band saw machine and servicing.  
Commissioning of circular saw numeric control in Bharat forge ltd  
(Pune), Rajkot etc.

## Education

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2009-10 -

2013-06

Rajiv Gandhi Proudhyogiki vishwavidalaya  
BE in Electronics & Communication  
(2009-2013) 74.2 %

2008-07 -

2009-03

Gyanodaya S.M.V.M CBSE School  
12<sup>th</sup>  
CBSE 68%

2006-07 -

2007-03

Gyanodaya S.M.V.M CBSE School  
10<sup>th</sup>  
CBSE 65%

2014-02

IIT KHARAGPUR  
GATE-14  
98 Percentile

2016

IIT KHARAGPUR  
Online Course- 8 weeks  
Structural communication & Sustainable Development

2017

IIT KHARAGPUR  
Online Course- 12 weeks  
Six Sigma