



Maulik Pandya

Area Manager

A keen implementer with recognized proficiency in spearheading business operations by Client Acquisitions & Servicing with Expansions of Business for the goal to accomplish QTL/YLY plans for all Stake Holders

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📍 Ahmedabad, INDIA



SKILLS

B2B & B2C Sales

People Management

Customer Acquisition

Operations Management

Key Accounts Management

Client Servicing & Retention

Channel Sales Management

Business Development

Branding & Promotion

Crisis Management

Distribution Management



WORK EXPERIENCE

AREA MANAGER DELHIVERY LIMITED

10/2021 - Present

*A Wellknown Indian MNC into
Logistics Transportation*

Achievements/Tasks

- I entrusted to Manage Container FTL Business for Gujarat Managing Sales & BD and Team of TSMs, Associates and Collections Team. Established Contracts with Kandla Port, Mundra Port CHS and SMEs for the Ocean Cargo & Inland Business.
- Mapping the Containers and Fleet Operations in SMEs, Corporates for New Customer Acquisition for Kandla Port / Mundra Port Pipavav Port and Dahej Port of Gujarat Region.
- A P&L Role where Sales, BD, Ops and Collection needs to monitor and accelerate with trainings and implementation of SOPs for achieving the Quarter Planogram of the Company.
- I successfully created 265 Inquires worth around movement of 10700 Metric Tons as an average Since December 2021.

Sales Manager POOJARA TELECOM INDIA P LTD

01/2020 - 08/2021

India's Premium Mobiles & Electronics Retail Chain with 155 ShowRooms

Ahmedabad INDIA

Achievements/Tasks

- Creating new channel sales network, appointment of stockiest, SS and align retail channel o Infusing trust & faith in the network (Warranty Service& Supply)
- Increasing the brand acceptance level in the market o Enhancing the stock management at market & depot level.
- Identifying Shortlisting and creating the ultimate premium Retail Chain via Leasing, Documentation & Civil Permissions pertaining to the State Government.
- Created Curated Coached & Managed a team of Winners - 43 People in the Business.
- Achieved avg.PM sale to 19.10CR. in Gujarat as the Highest in the Category.



WORK EXPERIENCE

Partner

SHREE UMA TECHNOLOGIES

05/2017 - 11/2019

Own Venture of creating the Mobiles Accessories & Appliances Store

Ahmedabad INDIA

Achievements/Tasks

- Created new Retail Shoppe for ACs / LEDs / Mobile Phones / Accessories in Partnership
- Built Retail Shoppe for Customers ultimate buying experience with live demos for the ultimate customer experience
- Built Strategic partnership with service centers and service personnel for AMCs of Appliances at the Best Service Delivery in Ahmedabad Market
- Successfully Ran the Operations for 2 Years

STATE HEAD

ONIDA MIRC ELECTRONICS LIMITED

05/2015 - 04/2017

The Veteran company in appliance in INDIA - Famous Tagline 'Neighbors Envy Owners Pride'

Ahmedabad INDIA

Achievements/Tasks

- Appointed 11 Distributors to Map & Tap the Territory and Created 900+ Point of Sales across 31 Districts of the State of Gujarat.
- Created an Eco System and Reached avg. sale to 3 CR PM from 40 lac PM by year end.
- Successfully Tie-up with State Government Home & Education Department for Mobile Handsets and LEDTVs & AC Business.
- Created Curated Coached & Managed a team of Winners - 29 People in the Business.
- Awarded Best State and Best Productivity awards consequently in 2015-16.

AREA SALES MANAGER

VIDEOCON TELECOM P LTD

05/2011 - 02/2014

A known Brand of Home Appliances and Mobile Connectivity

Ahmedabad -INDIA

Achievements/Tasks

- Acted as an In-charge of Gujarat Mobile Handsets and VTL SimCards sales
- Positioned 'VideoconMobiles' in to top 5 Indian Brands
- Map & Tap State by Appointing & Acquiring 15+ Distributors and 1500+ Retailers
- Created & Managed a team of Winners - 88 People in the Business
- Identified Locations and started 'MPlanet' Stores of Videocon Products

State Head

Fly Mobiles - Meridian Mobile India Ltd

04/2009 - 04/2011

India's Pioneer Dual Sim Card Mobile Company

Ahmedabad, INDIA

Achievements/Tasks

- Built Gujarat Mobile Handsets Business from Scratch from the launch of the company.
- Established Warehousing Logistics and SCM for entire West India from Ahmedabad.
- Identified and Appointed 22 Distributors and launched industry first GTM like 'Kite Festival' 'Holi Contest'
- Maintained 8+ CRs Business as an Average and Registered 12.5+ CRs As the Highest in Quarter.



PERSONAL PROJECTS

AHMEDABAD MOBILES DEALERS ASSOCIATION (10/2009 - 10/2010)

- Organized and executed Cricket Matches Between Ahmedabad and Up Skirts Dealers and Distributors

EDUCATION

BCOM - 2007 - THE MS UNIVERSITY OF VADODARA

Master of Business Administration

AHMEDABAD MANAGEMENT ASSOCIATION 2023-2024

DOB : 16/06/1984

Ahmedabad INDIA

ACHIEVEMENTS

The Winner of Best Team Ahmedabad at Kathmandu
Nepal in INGRAMMICRO (01/2008 - 01/2008)

The Winner of Best State Head in FLY MOBILES
(01/2010 - 01/2011)

SOFT SKILLS

Time management

Communication

Adaptability

Problem-solving

Teamwork

Leadership

Attention to Detail

INTERESTS

Artificial Intelligence

Volunteering in a Blood Bank

Child Care

Reading

Playing An Instrument

Travelling

Music

LANGUAGES

English
Native or Bilingual Proficiency

Hindi
Native or Bilingual Proficiency

Gujarati
Native or Bilingual Proficiency

Sanskrit
Professional Working Proficiency