

# Manish Mangtani

A result driven individual with a strong understanding of Sales and Marketing; Seeking for a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company.



✉ mmangtani5@gmail.com

☎ 7048640354

📍 Ahmedabad

## WORK EXPERIENCE

### Sales Officer

#### Haldiram Foods International

08/202 - Present

Ahmedabad

##### Achievements/Tasks

- Accountable for revenue generation and monitoring competitors' activity, matching primary and secondary Etc.
- Mentoring and providing training to the existing team for a better understanding of the market.
- Successfully designing and implementing strategies for a brand and achieve agreed targets for department.

### Territory Sales Executive

#### Asian Paints Ltd.

04/2022 - 08/2022

Damoh - MP

##### Achievements/Tasks

- Market Development and intelligence: - Developing the market by opening new dealers, managing them and identify the necessary gaps in the territory and work on it.
- Timely collections of payments from dealers and monitoring outstanding payments as on regular basis and take measure to minimize it as per the set benchmarks.
- Contractor Management: - Ensuring that contractors get benefits from dealer as per loyalty program structure
- Reporting and Integration: - Co-ordinate with other verticals like project sales and services for lead sharing or any other issue as and when required. And prepare and share reports such as Daily visits report and territory monthly report.

## EDUCATION

### MBA - Marketing

#### Shanti Business School

07/2020 - 04/2022

Ahmedabad

### B.com

#### N. M. Zala & G. N. Zala Arts & Commerce College

07/2017 - 04/2020

Ahmedabad

## SKILLS

Communication



MS Office



Persuasive



Team Player



Sales



Logistics and supply chain



CRM



## PERSONAL PROJECTS

### Beverage industry analysis

- Did Marketing project on Porter's Five Force Model, Bases on Marketing Segmentation and Value Chain Analysis on Single Product – Cold Drink

### Build Phridiom website

- Entrepreneurship Project in association with Wadhwani Foundation – Development of an application – Phridiom

## ACHIEVEMENTS

Highest Target achiever in MP Region

Placement committee head in college

## LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

Gujarati

Full Professional Proficiency

Sindhi

Professional Working Proficiency

## INTERESTS

Football

Cricket

Travelling