 Manish Mulchandani

**38, Nirav bungalows Nr : Indiquip Ltd ITI Road Naroda Ahmedabad -382340**

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**A BRIEF SYNOPSIS**

Result oriented Management Professional with 16 **Years Experience** in **Sales & Marketing & Operations**. Currently Associated with **Aakash Educational Services Pvt. Ltd** as **Branch Manager Ops**. Fair understanding in increasing sales revenues, developing profitable and productive business relationships, coordinating with decision-makers, building an extensive client base, and market development. Posses’ excellent organizational, relationship management and analytical skills.Sufficent Experience in Managing Entire Operation Process with an Aim to accomplish corporate Plans & Goals.

**Organizational Scan**

**Since May-2018: Aakash Educational Services Pvt. Ltd as Branch Manager Ops.**

**Key Deliverables:**

**Operations:**

* Abilities in coordinating with internal/external customers for running successful business operations

and experience of implementing procedures and service standards for business excellence.

* Managing activities pertaining to negotiating /finalizations of deals for smooth execution of activities and events.

**Since Oct-2012: Aakash Educational Services Pvt. Ltd as Deputy Branch Manager.**

* **Sales:** Taking care of the sales with focus on predefined sales target for the centers assigned in Ahmadabad. Forecasting and planning monthly and quarterly sales targets and executing them in a given time frame.
* **Marketing:** Analyzing latestmarketing trends and tracking competitor’s activities and providing valuable inputs for fine tuning sales and marketing strategies; initiating market development efforts.
* **Business development:** Executing the long term business directions of the region to ensure maximum profitability in line with organizational objectives and Y-O-Y growth of the centers.
* **Relationship Management:** Managing customer centric operations and ensuring customer satisfaction. Giving presentations to customers.
* **Team Management**: Mentoring Team and motivating to Achieve Management Objectives.

**Notable Attainments:**

* **Awarded Business Achievement and Performance Award for 2014, 2015& 2016.**
* **Nominated for Best ABM in Excellence for Year 2017 & Also Received Business Performance Award.**

**Previous Assignments**

**Anangram Knowledge Academy (Dec 2010 to Oct 2012):** Taking care of the sales with focus on predefined sales target for the centers assigned in Ahmadabad for Enrollments for MBA & CA.

**Globsyn Business School (Asst Manager Business Development- Dec 2008 to Dec 2010):** Taking care of 3 states (Gujarat, Rajasthan & MP) forsales with focus on predefined sales target for the centers assigned in Ahmedabad for PGDM.

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**ICFAI National College (Feb-2008 to Nov 2008):** Taking care of the sales with focus on predefined sales target for the centers assigned in Ahmedabad for MBA.

**ICICI Bank (Merchant Acquiring Services)– Nov 2004 – Jan 2008 :** Looking into sales getting new applications for new EDC machines installations from merchants where business potential is there.

**Polycab Cables Pvt Ltd- (Nov2000 – Oct 2004) -** To collect payments from Gujarat circle BSNL Against The supply of JFTC cable.

**Academic qualifications**

**ICFAI University:** Completed 2 groups of MBA enrolled for Distance Education from ICFAI University Hyderabad.

**Gujarat University**: B.Com

**Beyond Curriculum**

* Completed top Management Course from Scan Computer.
* Attended Seminar on Customer Satisfaction conducted by Mr. Deepak Matta

At blind Men’s Association.

**Personal Dossier**

**Date of Birth**: 28-03-1981

**Communication Address**: 38, Nirav bungalows Nr : Indiquip Ltd ITI Road Naroda Ahmedabad -382340

**Linguistic Abilities**: English, Gujarati, Hindi