MAHENDRA RAWAT

✓ PRABHU SHRINE 503 SECTOR 22 PLOT



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NO 85 KAMOTHE KHANDESHWAR 410209, NAVI MUMBAI, 410209 (IN)

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PROFESSIONAL SUMMARY

Sales professional with 11+ years of experience in the areas of business development. Passionate, results-driven leader with a deep technical understanding and strong ability to identify, cultivate, and maintain strategic relationships with stakeholders and clients to achieve company-wide goals and objectives.

EMPLOYMENT HISTORY

Feb. 2017 - Present MUMBAI, MAHARASHTRA

ASSISTANT MANAGER, AAKASH EDUCATION PVT LTD

- 1. I am responsible for enrollment to Engineering and Medical student for the entrance Exam..
- 2.To plan various marketing activities within assign territory conducting seminar in school and colleges open seminar in town and residential apartment..
- 3.Identify new market segment and tapping profitable business opportunities in B2B AND B2C segment constant education and product knowledge checking sales & operation employees to keep them of the latest..
- 4. Champion entire student cycle:

prospecting,counseling,admission,orientation,support&satisfaction,retention and productive output..

Sep. 2014 - Dec. 2016 MUMBAI, MAHARASHTRA

SR.MARKETING EXECUTIVE, AIR INFOTECH

- 1 .New Business Generation / To create leads from various sources online and offline
- 2. Take appointments with prospective clients. Give product demonstrations, provide product literature, quotations etc. and follow up. Collect orders.
- 3. Achieve monthly, quarterly and annual sales targets Co-ordinate with other departments and team members in team activities and market building activities.
- 4 . Analyses data to find the most efficient sales methods.

Feb. 2013 - Sep. 2014 MUMBAI, MAHARASHTRA

PRODUCT EXECUTIVE, SHRIRAM FINANCE CO LTD

Identification of prospective Customers, Sourcing & sustaining Customer Relationship, Cross Selling, Recovery Functions.

Jul. 2009 - Jan. 2013 MUMBAI

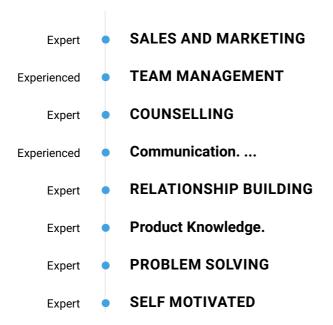
SR. SALES EXECUTIVE, GIFTING CORPORATE

- **COLD CALLING CORPORATE FIRMS**
- **GENERATE REVENUE**
- 3) FIXING APPOINTMENT FOR PRESENTATION

EDUCATION



SKILLS



LANGUAGES

