

# MAHENDRA RAWAT

PRABHU SHRINE 503 SECTOR 22 PLOT  
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

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

## EDUCATION

- |           |   |                                                                                                                   |
|-----------|---|-------------------------------------------------------------------------------------------------------------------|
| Dec. 2016 | ● | <b>MBA: MARKETING</b> <ul style="list-style-type: none"><li>• IIBM - MUMBAI, MAHARASHTRA</li></ul>                |
| Jun. 2009 | ● | <b>High School Diploma: ACCOUNTS</b> <ul style="list-style-type: none"><li>• SIWS - MUMBAI, MAHARASHTRA</li></ul> |

## SKILLS

- |             |   |                              |
|-------------|---|------------------------------|
| Expert      | ● | <b>SALES AND MARKETING</b>   |
| Experienced | ● | <b>TEAM MANAGEMENT</b>       |
| Expert      | ● | <b>COUNSELLING</b>           |
| Experienced | ● | <b>Communication. ...</b>    |
| Expert      | ● | <b>RELATIONSHIP BUILDING</b> |
| Expert      | ● | <b>Product Knowledge.</b>    |
| Expert      | ● | <b>PROBLEM SOLVING</b>       |
| Expert      | ● | <b>SELF MOTIVATED</b>        |

## LANGUAGES

- |                |   |                |
|----------------|---|----------------|
| Conversational | ● | <b>ENGLISH</b> |
| Fluent         | ● | <b>HINDI</b>   |
| Fluent         | ● | <b>MARATHI</b> |