

Mangesh Nitin Pawar

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Career Objective: - An ambitious, target-focused, and assertive sales manager with 9+ years of experience in problem-solving and strategic thinking to improve the sales approach. Seeks a role to develop promotions, oversee earning goals, and negotiate contracts through strategic planning, analysis, communication, and interpersonal skills.

Summary:

- Ability to work in fast-paced environments and deliver quality output on schedule.
 - Self-motivated professional, capable of working independently or as part of a team
 - Strong analytical, detail-oriented and interpersonal skills along with my learning to improve services and products, reduce costs and lead times, delight customers and help and mentor others.
 - Good team player, hardworking, keen on learning, enthusiastic.
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Work Experience:-

1) Date of Joining: **1st January 2024**

Date of Exit: **Currently Working**

Designation: **Sr.Regional Manager -Sales**

Company Name: **Neod Global Pvt Ltd (Global Edutech)**

Description: **Global Edutech is a leading Ecommerce Digital Products Store, providing high-quality IT solutions and IT-enabled services. (Technology /Content /Solutions/Skill Labs)**

Key Responsibilities:-

- Taking Care of all Colleges/Schools/Classes/Partners of North Maharashtra
- Market Awareness and Revenue Expansion in the region
- Franchisee tie up with Partners & Influencers who help company to cover the region
- Managing sales pipeline, forecasting monthly sales and identify new business opportunities in order to achieve Monthly Targets
- Prepare MIS reports as per Business Requirement.
- Identifying new market segments and tapping profitable business opportunities in both B2B & B2C segment.
- Establishing relations with key decision makers of institutions/partners for Business generation.
- Taking up marketing initiatives both online and online to create brand awareness of Global Edutech and its various solutions.
- Managing Team for North Maharashtra Region
- Using Sales CRM software to help manage your customer operations

Achievements:-

- Helps Company to do Rate Contracts in University.
- Appreciated from MD for good revenue achievement in first work order and the 1st one who appreciated in company.

2) Date of Joining: 1st January 2023

Date of Exit: 31st December 2023

Designation: AVP Regional Sales Manager

Company Name: Humsiha Parikshha Pvt Ltd (Prep.Study)

Description: Prep.Study is "A One Stop Assessment Platform for the Knowledge Industry and Online/Offline Exam Preparation Platform "

Key Responsibilities:-

- Looking all Colleges/Schools/Classes/Partners of North Maharashtra
- Create Awareness and Business Development in the region
- Tie up with Partners & Influencers who help company to grow in the region
- Managing sales pipeline, forecasting monthly sales and identify new business opportunities in order to achieve Monthly Targets
- Prepare MIS reports as per Business Requirement.
- Identifying new market segments and tapping profitable business opportunities in both B2B & B2C segment.
- Establishing relations with key decision makers of institutions/partners for Business generation.
- Taking up marketing initiatives both online and online to create brand awareness of Prep.study and its various solutions.
- Handling team for North Maharashtra Region

Achievements:-

- New Product Development and Implementation done for Company
- Helps Company to Tie up with Experts /Influencer/Channel Partner for additional revenue generation

3) Date of Joining: 7th January 2019

Date of Exit: 31st December 2022

Designation: Senior Sales Manager

Company Name: Digibook Technologies Pvt Ltd (Kopykitab.com)

Description: KopyKitab is "India's 1st Multi-Publisher digital Library" dedicated to make education affordable, accessible & entertaining on a greener planet.

Key Responsibilities:-

- Sales Team Handling and Training and Support
- Responsible for academic sales in Maharashtra and Goa by meeting the end users, demonstrating the products, and closing the deals for various publishers in govt. as well as private institutions and organizations
- Responsible to promote Kopykitab and make a presence in top institutes of ACS, Engineering & Management colleges and Universities in respective region
- Identify target customers for Test Preparation Platform and Live Classes
- Business Expansion in the region & Tie up with Partners, Hardware Suppliers & Publishers
- Looking all Colleges/Universities/Publisher/Partners of Maharashtra and Goa Region
- Sharing Business Expansion in the region & Tie up with Partners & Publishers
- Sending Daily reports to the management using CRM for database maintenance
- Managed all librarians and keep maintain relation with Director/Principal and Higher Authorities
- Promote E-content of E-books/Test Prep/Small Package and Kopykitab Platform

Achievements:-

- Rank 1 in sales revenue generator in team for the year 2020 and 2021
- Small package product create for company
- Worked on Tutor and TPO project for company
- Salesperson for the year 2020
- Promoted from ASM to Senior SM in 2021
- Bring maximum no of work orders in a single year for company and the 1st one who achieved this.

4) Date of Joining: 19th August 2015

Date of Exit: 4th January 2019

Designation: Senior Executive-Dealer Solution

Company Name: AUTOMOTIVE EXCHANGE PVT. LTD &MXC Solution India Pvt Ltd (CarWale &CarTrade.Com)

Description: India's No.1 Auto Portal

Key Responsibilities:-

- To explain the importance of online marketing in automotive sector to used car dealers.
- Develop the assigned region i.e. New Dealer Signup / Renewals / Revenue Generation and Sales
- Sell online space to the used car dealers for their branding activities.
- Sharing the reports with dealers of their performance on the weekly basis and work on their conversion.
- Doing the service visits and give training to CRE.
- Monitor the leads forwarded to the dealer.
- Work on the data of dealers for their lost analysis report
- To regularly visit the partner dealers and maintain relationship with the dealer principle.
- Retaining the existing dealer while adding more and Used Car Loan and Insurance sale through dealers.

Achievements:

- As a new joinee develop the whole Tier 3 city for company (Jalgaon City)
- 80 Plus Paid Dealer Onboard (50 Existing Dealer and 30 New Dealer)
- Renewals rate of package percentage is upto 85% in my dealer base

Educational Qualification:

M.B.A. MARKETING	K. R. Sapkal College of Management Studies	Savitribai Phule Pune University	2013-2015	75%
BBA	C.M.C.S College	University of Pune	2010-2013	73%
HSC	K.T.H.M College	Maharashtra State Board	2010	64%
SSC	Maratha High School	Maharashtra State Board	2008	81%

Other Academic Qualifications: -

- ERP-SAP (Business One) Model
- MS CIT – Certification
- Six Sigma Green Belt Certification –Successfully Passed Six Days Training Course

Education**Achievements:-**

- Academic Excellence (MBA) for the year 2014-2015
- Academic Excellence (MBA) for the year 2013-2014
- General Secretary (GS) of CMCS College for the Year 2012-2013
- Academic Excellence & Cultural Excellence (BBA) for the year 2012-2013
- Academic Excellence (BBA) for the Year 2011-2012
- Golden Prize in "ELAAN" inters college level Competition for Fashion Show.

Extra-Curricular Activities:-

- Participation and appreciation at college and university level
- Marked Participation with National Level Seminar on "KumbhMela 2015 -A Management Opportunities and Challenges" (Sept 2014)
- Marked Participation with National Level Seminar on "Emerging Trends in Management and Management Education" (Feb 2014)
- Marked Participation with Seminar on "Information Security and Cyber Crime"(Jan 2014)
- Marked Participation in National Level Program of 3rd INDIAN STUDENT PARLIAMENT (As a General Secretary of College) (Jan 2013)

Personal Details:-

Date of Birth: - 13/07/1993.

Nationality: - Indian

Mother Name: - Anuradha

PAN No: - BREPP4991H

Marital Status: Married

Strengths: -

- Positive Attitude
- Efficient and Hardworking
- Strong Communication

Interests: -

- Exploring new places
- Watching Comedy TV Shows
- Working with groups

Date:

Mangesh N Pawar