

MUKESHKUMAR RAMESH RATNAPARKHI

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Address - Nehru Nagar, Kurla(E), Mumbai – 400024

Date of Birth: 16/02/1992.



Objective: To contribute to the organization's growth by being a Team & Result oriented person. To devote Management and Technical skills for attaining the organization goals and maximizing personal learn and improve my caliber with focused and dedication.

Education:

Degree	Institution / University	Year Of Passing	Class
LLB (3 Year)	Vasantdada Patil Pratishthan's Law College. Sion Mumbai University.	2023	1 st
MMS (Operations)	DR.VN Bedekar Institute of Management Studies, Thane, Mumbai University.	2017	1 st
B.E (Chemical)	Datta Meghe College of engineering, Airoli, Mumbai University.	2015	1 st

Work Experience:

- **Bharti Airtel Services Limited as Account Manager** (June 23- Present)
Emerging Business department

Responsibilities:

- Account Management for the Strategic accounts.
- Relationship Management with Management and Key – End users
- Handling B2B Enterprise Corporate accounts.
- Generating new business opportunities in assigned territory

- **Reliance Jio Infocomm Limited as Assistant Manager** (Dec 21- June 23)
Business Operations Department

Responsibilities:

- Key role in handling B2B Enterprise Corporate accounts and SME Business
- Identifying & developing new business opportunities at B2B channels by promoting product range to new and existing clients.
- Creating Opportunities Funnel into Dynamic 365
- Generate Funnel of Potential buyers by having minimum 4 to 5 meetings every day.
- Identify potential customer High Revenue Products across all Industry
- New customer acquisition and on boarding support to new corporate clients
- Handling Business Operations and documentation
- Maintain customer relationship and serving the clients Pan India
- Co-ordination with accounts and documentation Team Follow up for Payments and documents

➤ **Tradeasia International Pvt Ltd as Assistant Marketing Manager
(Tradeasia Group)**

(June 2018 – Nov 21)

Responsibilities:

❖ **Operations, Documentation and Logistics -**

- Issue of PI, Tax Invoice, PO and shipping document generation with Salesforce.
- Vendor generation, negotiations and finalization for shipments
- Planning, co-ordinate and management of stock into warehouse.
- Checking Shipping documents and confirming Draft BL and Checklist approval
- As shipping in-charge of ISO Tanks empty export shipments.
- Renewal of FSSAI License and filling annual return Form D1 along with required Documents.
- Co-ordination to resolve query for Shipment clearance along with CHA.

❖ **Marketing and Sales -**

- **Handling B2B marketing and lead generation** to Jakarta team – Market of Paper &pulp and Pine industries, basic industrial commodity chemicals, specialty chemicals.
- Preparation of market analysis (B2B) of India business for product development.
- Project head- India and coordinator for Salesforce implementation for Export and ISO Tanks.
- **Product Portfolio:** Sodium Chlorate, Caustic soda, Soda Ash light, Soda Ash Dense etc
- **Brands Portfolio:** Solvay, AkzoNobel (Nouryon), Evonik, Luxi, Adity Birla, DCM SHRIRAM , Camlin etc.

➤ **Training & Certification: -**

- One-month Training successfully completed on **supply chain** business in **Jakarta, Indonesia**.
- **Lean Six Sigma Green belt** from Asian institute of quality management (**AIQM**).

Professional Summary:

➤ **Reliance Industries Limited- As an intern in SCM Division**

(May 2016 - July 2016)

- Project name: To reduce cycle time - order received to transport allocation
- Project Undertaken: Supply Chain (Polymer Department)

➤ **Bharat petroleum Limited (BPCL) -**

(December 2013 – January 2014)

- Studied the overall working of Catalytic Cracking Unit – I
- Understood application of Vacuum Distillation Unit and Crude Distillation Unit in Refinery

Summer Internship Project:

- Name of company: **Reliance industries ltd (RCP)**
- Project Undertaken: Supply Chain (Polymer Department)
- Project name: To reduce cycle time - order received to transport allocation.

Other Project:

- **B.E. Chemical:** - To study & compare heat transfer by varying different parameter in spiral heat exchanger.
- **M.M.S.:** - Improving Value of Perishable goods through of Operations.

IT Proficiency:

- Proficient in MS-Office (Word, Excel and PowerPoint),
- Internet: E-Mail & Surfing.
- Worked on Integrated CRM platform **Salesforce**.
- Worked on Microsoft Dynamics 365

Hobbies:

Traveling, Sports, Adventures, Singing, Driving, Swimming, Trekking.