
Name : Dhananjay R.Thakur
E-mail ID: djai2008@gmail.com
Mobile No/ Landline no:91-9765393765
Permanent residential address : Katraj,Pune-411046

Career Objective

Sharp,dedicated and passionate learner having strong Product Domain Knowledge, technical knowledge, decision making and problem solving skills. Possess oriented, excellent communication and presentation skills. Has been instrumental in developing & implementing effective action and plans for successful delivery of multiple projects in Marketing and Sales.

Going forward, seek to field challenges, interface with customers, and work to deliver the best product and services to customer, meeting Customers and Organisations Expectations.

Summary

- IT & IT Enabled Services Domain experience of 3 years.
- Healthcare Domain experience of 5 years.
- Worked in different roles including Field Marketing, Direct Marketing, Social Media Marketing, Direct Sales, Installation, Product Innovation.

Professional Experience – 7 years

- Current Designation : Marketing Manager – 3 Years
- Domain : IT & IT Enabled Services Domain.
- Current Employer : Vol Services Pune Pvt Ltd
- Project : IT & IT Enabled Services, E-Governance

Educational Qualification

- Post Graduation Diploma International Business (PGDIB) University of Pune (2013)
- Diploma in Business Management (DBM) Welinkar Institute, Mumbai (2010)
- Bachelor of Foreign Trade (BFT) BMCC, University of Pune (2008)
- Six Sigma: Black Belt

Computer Skills

1. CRM SAP.
 2. Windows MS Office MS Word, Power Point, Excel.
 3. Windows Outlook.
 4. Windows 7, 8.
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Field Experience and Customer Relationship and Communication

1. Worked for more than 800-1000 different customers in Country.
2. Worked in more than 10 different cities in Maharashtra and out of Maharashtra including Hyderabad, Kolkata.
3. Took initiative in generating leads in remote areas.
4. Successfully conducted Product acceptance at many customer sites with different challenges.
5. Maintained good relation with customers throughout carrier.

Achievements

1. Successfully built business in different cities with larger footprint.
2. Maintained conversation rate more than 75%.
3. Implemented aggressive marketing strategies.

Current Job Profile-Marketing Manager

1. Generating leads and closing leads from assigned functional areas.
2. Handling Team of 10 Marketing Executives.
3. Branding activities like camping,expo etc.
4. Identify prospective clients.
5. Create/maintain database in excel.
6. Cold calling.frequent follow up.
7. Taking appointments,visiting clients,give presentation.
8. Identify key stake holders.
9. Developing and maintaining relationship with clients.
10. Act as a channel between customer and technical team/service team.
11. Software Annual Maintenance Contracts.
12. Monthly reporting to Managing Director.

Co-Founder-Inhospitals Healthcare Services Pvt Ltd- 2012Yr - 2016Yr-4 years

1. Deciding changes and implementation in company policy
2. Attending annual meeting board meeting
3. Built relationships with customers to communicate issues and improvement suggestions
4. Negotiated contracts with various Hospitals/Clinics/Diagnosis Centres
5. Analyzed and controlled expenditures of company to conform to budgetary requirements
6. Verified partners with initiatives for improvement for safety, quality, cost, delivery and employee relations.
7. Planned and directed workflow and workforce utilization
8. Recruitment when required and conducting interviews to select the individual most suitable for the position
9. Supervising to business development team and Implementation of various business strategies through business heads



Team Working

Ability to work cohesively with team members in pursuit of team goals by sharing information and credit. Clear about roles assigned in the team and achieve the deliverables. Flexibility in aligning personal objectives with the team objectives. Support teammates wherever required. Responsibility for publishing reports, guide new team-members as a mentor.

Communication

Organize relevant information logically for presentation.
Share one's viewpoint in meetings.
Do not hold back from expressing one's valid opinions in meetings.

Hobbies

Food-holic, Travelling, Photography, Social Activities.

Personal Profile

Date of Birth : 20th June, 1984
Gender : Male
Languages Known : English, Hindi, Marathi
Nationality : Indian
Passport details : Valid till 2020
Issuing Authority : Passport Office, Pune.

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Date : 24/11/2019

Place : Pune

(Dhanajay R. Thakur)

