**Prashant Prakash Mantri**

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| **Career Objective:** |

“To convert opportunity into success, achieving excellence through hard work and try to do my best and to contribute in achieving the goals of the organization and strongly believe that “necessity is mother of invention” .

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| Professional Experience: 3.5+ years |

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| **Current Company** | Ricard Paints Pvt Ltd |
| **Designation** | Divisional Sales Manager |
| **Duration** | 15 Feb 2019 – 25 Nov 2022 |

**Job Profile:**

* Doing activity to generate leads Calling, fixing appointment & close the lead.
* Responsible for visiting various Liquor Traders, Beer Shops, Wine Shops and Bar and Restaurant to demonstrate the Software and generate Sales.
* Responsible for Liquor Traders, Beer Shops, Wine shops and Bar and Restaurant for the marketing of the Training products and Conducting training of software and desktop support.
* Giving presentations on clients premised to explain about the products and convince to use our products.
* Ensure effective and smooth relationship with clients
* Providing excellent services to all the clients.

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| **Professional Experience: 2 years** |

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| **Current Company** | Viva Composite Panel Pvt Ltd |
| **Designation** | Area Sales Manager |
| **Duration** | 1 Feb 2017 – 25 March 2019 |

**Job Profile:**

* Doing activity to generate leads Calling, fixing appointment & close the lead.
* Manage the sales generation in districts and major accounts within a large geographical area.
* Manage sales management staff and give direction towards possible resources, sales strategies and contributing in sales promotions.
* Coordinate sales distribution by establishing sales territories, quotas, and goals.
* Develop forecast and monitor budget and utilize operational resources.
* Manage sales management staff and provide direction regarding resources and sales strategies, establishing territories quotas.
* Responsible for visiting various construction Companies, Builders, paint Trades, Building Material Shops, dealers, and super stockiest for the marketing of the product.
* Ensure effective and smooth relationship with clients
* Providing excellent services to all the clients.

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| **Professional Experience: 2 years** |

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| **Current Company** | Ghadi Detergent. |
| **Designation** | Area Sales Manager |
| **Duration** | Jan 2014– Jan 2016 |

**Job Profile:**

* Doing activity to generate leads Calling, fixing appointment & close the lead.
* Appointing Super Stockiest and Distributors.
* Responsible for visiting various Whole sale and Retailer Shops for the marketing of the Ghadi Detergents products. Generate Order and Supplying Goods For The Client
* Ensure effective and smooth relationship with clients
* Providing excellent services to all the clients.

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| **Professional Experience: 2.1 years** |

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| **Current Company** | Rajesh Masale |
| **Designation** | Sr. Sales Manager |
| **Duration** | Nov 2011 – Dec 2013 |

**Job Profile:**

* Doing activity to generate leads Calling, fixing appointment & close the lead.
* Appointing Super Stockiest and Distributors.
* Responsible for visiting various Whole sale and Retailer Shops for the marketing of the Rajesh Masale. Generate Order and Supplying Goods For The Client
* Ensure effective and smooth relationship with clients
* Providing excellent services to all the clients.

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| **Professional Experience: 1.11 years** |

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| **Current Company** | Infinite Software Solution |
| **Designation** | Trade Executive |
| **Duration** | Jan 2010 – Nov 2011 |

**Job Profile:**

* Doing activity to generate leads Calling, fixing appointment & close the lead.
* Responsible for visiting various Construction Companies, Builders, Composite panel Trades, Building Material Shops and dealers, Signage board Makers for the marketing of the Viva Aluminium Composite Panel Sheet.
* Giving presentations on clients premised to explain about the products and convince to use our products.
* Ensure effective and smooth relationship with clients
* Providing excellent services to all the clients.

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| **Academic Qualification:** |

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| **Degree** | **University/Board** | **Academic Year** |
| B. Tech Comp. Sci | Rajsthan Vidyapeeth | 2008-2009 |

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| **Trainings Undergone:** |

* Have successfully completed MCAD (Microsoft certified application developer) from Global Infosys Learning. Kolhapur in 2006

**.net Modules** (vb.net, MS-SQL, ADO.net).

* Have successfully completed Extended Training Program (visual basic) from Global

**Project: Gram Solution (**Smart Code Technology**)**

**Overview:** This project was for to manage each and everything happened in grampanchayat that we managed it computerized. It manage all kinds of certificates related grampanchayat, for ex. Birth Certificate, Death Certificate etc…and also manage the account of that particular grampanchayat. On that project we also manage all clerical works such as Namuna,Report etc.

**Environment:** **:** Vb.net,Ms SQL,Crystal Report

**Description:**

* Generates Auto All types of Certificate(Birth, Death, Noc,Recidencial)
* Application also manage the account for grampanchayat.
* Application provides all types of reports.

**Contribution:**

* Worked under role of Marketing Manager with team member of 10
* Involved in Team Meetings as part of project process and equally contributed towards completion.
* For business expansion I was recruited distributer from different district, with their own teams.

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| **Achievements:** |

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* Worked as project Guide in IIAET (Kolhapur)
* Google Digital Marketing Certified

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| **Personal Details:** |

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| **Name** | Prashant Prakash Mantri |
| **Date of Birth** | 14 Nov 1984 |
| **Gender** | Male |
| **Marital Status** | Single |
| **Nationality** | Indian |
| **Languages Known** | English, Hindi, Marathi. |
| **Hobbies** | Snooker, travling & Football. |