



Vinay Arun Sawarkar,

Sales and Marketing professional

Pune, Maharashtra, India  +91-9372660088  vinaysawarkar15@gmail.com



Summary

Seasoned marketing and sales executive with experience in leading the region as marketing and sales lead. Worked at grass root level, honed the interpersonal & communication skills through daily marketing achievements. Good understanding of marketing techniques and acting with changing requirements. Have ability to strategically project the product or services to achieve desired results with consumer satisfaction.

Core competencies

- Effectively grasping the customer requirements
- Generating leads
- Preparing marketing analysis reports
- Designing the marketing strategy
- Team work to achieve desired results
- Strategy for the targeted sales
- Digital marketing expertise
- Leading support team

Qualification

Qualification	Institute	Year Of Passing
Post graduate diploma in Marketing (PGDM)	MIT school of business, Pune	2018
Bachelor of Computer Applications, (BCA)	HVPM , Amravati	2016

Experience

- July-2019 to Present: Sales & marketing executive (Leading Pune Region Nashik Region MP.)

Employer: Instor by Kider India PVT LTD

- Handled CRM software(Hubspot)
- Maintained relations efforts with the existing customer base
- Responded customer queries
- Achieved monthly targets and generated sales reports
- Made sales plan of action
- Handled Key Accounts.
- Developed brand awareness and marketing strategies.

- From 15-May-2018 to 15-May-2019: Sales Executive

Employer: Godrej Boyce Manufacturing Co Ltd.

- Did sales and service
- Dealer management.
- Quoted against queries
- Presented product to at right forums of the customer
- Generated leads
- Did cold calling to enhance product coverage

- (April 17- June 17) Summer Internship at Talent Corner HR Services Pvt. Ltd.

Topic: To study of online content creation, Digital marketing, & SEO

Roles & Responsibilities:

- Did digital marketing
- Written blogs, made creating videos, Posted content on sites.
- Promoted company's product and service in digital space. & tracked the website traffic flow.
- Did on-page and off-page optimization, used google analytics to track the data