

Akshay Mehta

Current Location: Mumbai

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EDUCATION

- 2016 **PGDM** from **IIM Indore** with major electives in **Marketing and Operations** with **CGPA of 2.77/4.33**
- 2013 **B.E.** in **ENTC** from Atharva College of Engineering, **University of Mumbai** with **63.6%**
- 2010 **Diploma** in **ECE** from SVP Polytechnic, Maharashtra State Board with **84.55%**
- 2007 **Class X** from JB Khot High School, Maharashtra State board with **82.3%**

KEY SKILLS:

Business Strategy, B2B Sales, Client Communication, Corporate Networking, Key Account Management, Export Sales, International Marketing, Institutional and Government Dealings, Bid Management, Competitor Analysis, MS Office

Language proficiency in English, Hindi, Marathi and Gujarati

PROFILE SUMMARY:

- An adaptive and result-oriented professional with 3+ years of experience in **B2B Sales and Marketing**
- Lead Hangar Door division at Gandhi Automations (GAPL) and delivered radical growth
- Skilled in **international business management** with global business exposure at GAPL and Sandu Pharmaceuticals
- Expertise in **project business development (BD)** due to my work responsibilities at Ceasefire Industries and GAPL
- Proficient in influencing Architects, Engineering Consultants and Contractors for driving **technical sales**
- Hands-on experience in **event management** and **digital marketing** at GAPL and CETKing Education

WORK EXPERIENCE

Apr'2019-Jun'2020 **Assistant Manager, Hangar & Shipyard Door at Gandhi Automations**

- Assisted the MD in devising and implementing the business strategy for two Hangar Door (HD) solutions
- Lead domestic and international BD for the organization's HD offerings with a team of three colleagues
- Managed the marketing, techno-commercial and tendering aspects of the HD projects
- Established six overseas tie-ups for accelerating the company's foreign business reach
- Promoted the company's offering at eight global trade-shows and conferences
- Administered pricing and exchange rate management for HD projects to ensure a competitive market offering

Achievements:

- Achieved HD business acquisition worth INR 100 million within one year of its establishment
- Acquired first international sale of GAPL's Hoist-up Door offering for Aircraft Paint Booth in UAE

Sep'2018-Mar'2019 **Sr. Executive, International Sales at Gandhi Automations**

- Acquired overseas dealer partners and manage the international sales of company's products via resellers
- Introduced project BD model and instrument the formation of a new business vertical for HD offerings

Achievements: Promoted to the position of Assistant Manager within seven months of joining the organization

Sep'2017-Mar'2018 **Area Manager, Business Development at Ceasefire Industries**

Key Responsibilities: Business Development Management, Mumbai – Projects

- Developed and managed four key accounts in Mumbai and surrounding region for recurring fire project sales
- Managed lead generation, project development, negotiations and after-sales communication for projects
- Increased company's market reach by make-approval and vendor registration with MEP consultants
- Worked closely with the key influencers and decision makers for promoting the company's systems offerings

Jul'2013-Feb'2014 **Marketing Manager at CETking Education**

Key Responsibilities: Marketing Management – Western Mumbai

- Devised one ATL and five BTL campaigns to promote the organization's offerings in Western Mumbai
- Organized two events and managed digital marketing for marketing company's course offerings

Achievements: Improved the sales of two coaching centers by 35% within a period of a quarter; Oct'13 to Dec'13

INTERNSHIP AND CERTIFICATIONS

- **Interned** with **Mondelez India** for **corporate sales and distribution** of Cadbury's seasonal offerings
- Received **Letter of Recommendation** from **CSO** of **Sandu Pharmaceuticals** for my work as an **Export BD intern**
- Interned with **Nukkad Paltan (NGO)** for **Content Development** live project for underprivileged students
- Certifications from **ESSEC Business School** on '**Negotiation Fundamentals**' and '**Cross-Cultural Negotiations**'