**RESUME**.

 **Mayur Chawla**.

 49-A, Shakti Nagar, Ajmer Road, Heerapura, Jaipur. Pin-302024.

 Mobile-9887651815,. Email-mayurchawla1984@gmail.com

 mayurchawla@ymail.com

  **8 Years Experience in industry with Management Responsibilities**.

**Objective**

Results oriented professional with 8 years of rich experieince in sales & marketing, buisness development team management closer and best result producer. And proven ability to achive the **goals**.

  **Area of Expetise.**

**Buisness Development.**

Driving marketing initiatives & managing the frontline sales team to achive goals, intiating and developing relationship with atrget organizations for buisness development.

**Client Relationship Management**.

Building and maintaining healthy buisness relations with major corporate & institutional clients, ensuring maximum customer satisfation.

**Sales Executive**

Evaluation performance & monitoring channel sales and marketing activities.

 **Career Highlights**.

**Oct -2015 – Apr.2020 Acme Lifestyle**

**Assistant Merchandiser (Puma,Sportstyle Brand)**

* Plan and develop merchandising strategies that balance customers’ expectations and company’s objectives
* Analyse sales figures, customers reactions and market trends to anticipate product needs and plan product ranges/stockt
* Maximise customer interest and sales levels by displaying products appropriately
* Monitor stock movement and consider markdowns, promotions, price changes, clear outs etc
* Build constructive customer relationships and team with channel partners to build pipeline and close deals.

**Jan -2014 – Sept.2015 Adidas, Jaipur**

**Store Manager (Sport lifestyle brand)**

* Responsible for overseeing the entire store operations.
* Handled sales tracking and inventory control.
* Target Setting and accomplishments.
* Team building and Management.
* Handling a team of 5 staff members over of 1000 Sq.Ft. area.
* Managed all aspects of merchandising,window display and stocking.
* Ensurred excellence in customer service & resolved all problems at store level..

**August-2011 – Jan.2014. Lilliput Kidswear Ltd., Jaipur**

**Store Manager (Fmcg in Retailing)**

* Target Setting and accomplishments.
* Team building and Management.
* Handling a team of 7 staff members over of 1800 Sq.Ft. area.
* Minimize Shrinkage and increase profitability.
* Handling Sales & solve customer querries.
* Handling cash transaction and merchandising.
* Planning for in-store activity.

**Sep-2009 – July-2011. Siscon Technologist Pvt. Ltd**

**Buisness Development Manager (Fmcg in automation)**

* Assisting sales operations & responsible for achieving the goals objectives and targets.
* Driving sales efforts throught sales force and distributor channels..
* Develop Dealers & Distributors with sales promotion in whole rajasthan region.
* Identifying and networking with finacialy strong and reliable distrobutor/dealers networks, resulting in deeper market penetration and reach.

 **Academic Credentials.**.

* Master of Buisness Administration Specialization in marketing management from NIMT B-School, Kotputli Jaipur. Approved by AICTE & Affilt. To Rajasthan Tech University.
* B.Sc from Rajasthan University Jaipur in 2006.
* Attend Training section of 3 months as a sales executive in Kotak Mahindra Bank.
* Worked as an Customer Care Executive in Airtel Communications DHD Dept. for 3 months.
* Two months training in ICICI Bank New Delhi. (Credit Card Dept)

 **Computer Forte.**

* Comprehensive exposure in MS office (MS word, MS Excel, MS power point)
* Sound Knowledge about internet applications & Email.
* Post Graduate Diploma in Travel & Tourism Management.

 **Personal Dossier**.

Date of Birth : 10th May 1984

Marrital Status : Married.