

**Mayank
Sinha**

Bangalore, KA-560100



9535867755



Sinha.mayank01@gmail.com



<https://www.linkedin.com/in/mayank-sinha-27991815>



Business Development || Sales & Marketing

Professional Summary

Driven Sales and Business Development Executive with career history in multi-state distributed businesses and proven ability to hire, develop and retain high-performance teams. Motivating leader with strengths in building strategic relationships to support key business initiatives. Highly skilled in change management, management transition and merger integration. Offering excellent interpersonal and communication skills and experience managing matrixed organizations. Skilled at leveraging unique motivation methods to boost sales team success. Accomplished in gaining market share, generating internal support and building executive relationships.

Skills

- Team Handling
- Relationship building and rapport
- Customer Relationship Management
- Corporate budgeting
- Revenue and profit maximization
- Customer Handling
- Operations and Marketing
- Team Management
- Budget forecasting
- Client relations
- Business development and planning
- Product and service sales
- Account and territory management
- Strategic planning

Education

AUG 2010 TO MAY 2012

MBA Finance / Tilka Manjhi Bhagalpur University, Bhagalpur

AUG 2006 TO JULY 2009

B.Sc. Mathematics / J. R. S. College, Jamalpur

AUG 2004 TO MAY 2006

12th PCM / St. Joseph's Public School, Dalsinghsarai

AUG 2003 TO MAY 2004

10th / Jesus & Mary Academy, Darbhanga

Experience

DECEMBER 2019 – TILL DATE

Senior Territory Manager / Kyocera Documents Solutions Pvt Ltd, Bangalore

Responsible to Identify and penetrate into potential new business / customers to develop new accounts in Bangalore. Also, I need to manage existing customers and penetrate into non –Kyocera Mita account and evaluate customer's requirements / potential. Need to evaluate customer's requirements / potential, update customers regularly on new product / services. Also, need to maintain regular contact with customers as per customer care call calendar, plan and prioritize improvements in territory and customer coverage and implement customer care programs in the field. Also need to collect and communicate current field information on competitors' sales and service activities. Maintain daily sales record and prepare reports for management information and collect customer feedback on product and services.

Major Clients Handling – Walmart, Adani, L&T, Volvo and Amazon

SEPTEMBER 2019 – DECEMBER 2019

Territory Manager / Business Octane Solutions Pvt Ltd, Bangalore

Responsible to oversees South India Region for my company and acts as a liaison between Business Octane and the Education sector companies and Mid and Large Size Corporate present in South India. I am also responsible for team management and developing new business opportunities, ensuring customer needs are met satisfactorily, and ensuring that the Business Octane's presence in South India Region is meeting the company's standards and expectations.

Major Clients Handled – ITC, GE Electric, REDBUS-GOIBIBO

SEP 2016 – AUG 2019

Sales & Marketing Executive / MaitKon Technologies Pvt Ltd, Gurugram

Enhanced profitability to achieve marketing objectives and drive productivity and growth from concept to implementation. Developed insights on marketing campaigns to assess performance against goals. Retained clients to build brand awareness and generate leads while managing internal and external marketing campaigns and programs. Directed marketing projects at all stages, including conceptual planning, schedule management and final implementation. Evaluated consumer preferences and behaviors, combined with market trends and historical data, to adjust and enhance campaigns. Considered business demands and customer preferences when developing pricing structures and marketing plans. Consulted with product development teams to enhance products based on current customer data.

JAN 2014 – AUG 2016

Marketing Intern / MaitKon Technologies Pvt Ltd, Gurugram

Aligned activities with corporate objectives by coordinating marketing, sales and IT processes. Conducted trials and tests of marketing channels such as paid acquisition, social media and fresh content creation. Helped incorporate product changes to drive customer engagement and firm profits. Coordinated innovative strategies to accomplish objectives and boost long-term profitability. Adjusted ads to better align with desired consumer audiences and improve conversion rates.

Major Clients Handled – HDFC Bank, Billdesk India, Publicis Groupe, Convergys

Skills Rating -

