**Objective**

To work in a stimulating and challenging Indian Private Sector or MNC’s in Banking / Financial Service milieu that would facilitate the maximum utilization of my skills and ability.

**Academic Profile**

* **P.G.D.M., Finance**, CIMSR (2008-2010)
* **B.Com,** Mumbai University (2005)
* **H.S.C.,** Maharashtra Board (2002)

**KEY ATTRIBUTES & SKILLS:**

* Organizing and leadership qualities
* Good Communication Skills and interpersonal skills
* Hardworking , Dedicated and Result oriented
* Organizing and leadership qualities
* Good Communication Skills and interpersonal skills
* Hardworking , Dedicated and Result oriented
* Sales software proficiency
* Product knowledge
* Active listening
* Verbal communication
* Setting goals
* Organization
* Time management
* Strategic thinking
* Creative thinking
* Teamwork
* Influencing
* Relationship Building
* Demonstration skills
* Dedication
* Leadership
* Motivation
* Growth-mindset
* Initiative
* Flexibility
* Business knowledge
* Persuasion
* Cold-calling
* Customer retention
* Consulting
* Scheduling
* Decision making
* Public relations
* Marketing
* Networking
* Researching
* Project management
* Data analysis
* Territory management
* Objection management
* Customer Relationship Management (CRM)
* Sales pitch development

**Technical Skills and Proficiencies**

Microsoft Word, Excel, PowerPoint & Internet

**Personal Information**

Employment :-

***Shreeji Travels***

***Designation: Sales Executive***

From July 2010 to July 2019

*Roles:-*

* Planning and overseeing new marketing initiatives
* Identifying leads and pitching services to new clients
* Follow-up with leads, until those convert to New Clients
* Market Research to assist with finding new opportunities
* Plan, strategize and execute marketing on Social Media
* Write articles and other content for social media platforms
* Developing Pitch Presentations and all other marketing collateral
* Travel and meet client prospects
* Be creative and deploy various initiatives
* Raise brand awareness through various marketing campaigns
* Manage and update content on website and social media
* Handle all inbound and outbound marketing calls

**Prudent Corporate Advisory Services Ltd.**

**Designation : Chanel Partner**

From July 2019 to to till Date

* Lead funnel management, close monitoring and follow up for inquires generated through social media, website, expo etc., monthly MIS on lead funnel
* Custodian of branding and visibility for brand, coordination with external and internal stake holder, responsible for unique and cost effective branding in line with brand guide
* BTL activation, monitoring and coordination of monthly BTL activity, provide feedback on effectiveness to management.
* Vendor management w.r.t various outsourced services.
* POP management w.r.t plan generation, distribution, and proper utilization.
* Day to day coordination on trade marketing w.r.t proper implementation of secondary as well primary scheme.
* Loyalty program management, coordinate with internal & external stakeholder
* Coordination with agency for development of content, creative development
* Data management w.r.t scheme, sales, product/sku performance,
* Coordination with agency and sales team for organization of events/exhibition
* Field assist monitoring and coordination with external and internal stake holders
* Data generation for competitor mapping.
* Generating feedback from channel partners, sales team and market and analyses the same and provide feedback to seniors.
* NPD management, To liaison with Cross functional teams for smooth product management functioning.
* Coordination with digital marketing team for online and offline activity.

Date of Birth: 26th May, 1984

Languages known: English, Hindi, Gujarati, Marathi

Marital Status Married

Hobbies Reading, Playing cricket, travelling, surfing net

(DEVANG B. MODY)