

MAYURESH RAMESH PATIL**Add:- 502, Heritage Residency, koparkhairane****Navi Mumbai – 400708****mayuresh.patil157@gmail.com****Contact no. 91-9892978766**

Present Employment Work ExperienceDept :- **Sales & Marketing**

Organisation	➤ Working with M/s. TECHNOVA IMAGING SYSTEMS (P) LTD.,
Job Duration	From June 2016 to till date
Designation	Executive Marketing & Sales
Job Profile	<ul style="list-style-type: none">● <u>Channel sales</u>● Managing relationship with channel partners by performing excellent customer service● Work with partners to develop sale proposals, quotations, and pricings.● Helps channels in conducting road shows● Manage sales activities of partners to generate revenue.● Coordinate with partners to create and execute business plans to meet sales goals.● Recommending and promoting product in particular market● Develop and maintain strategic long-term trusting relationships with high volume clients to accomplish organic growth and long-term company objectives● Research key customer wants and needs● Suggest solutions that answer client's needs and wants● Ensure the ordered products are delivered in a timely manner● Serve as contact point for key customers and internal teams● Resolve customers' complaints in an effective and respectful way● Gather, report and communicate customers' feedback on service, technology and product delivery● Research and source new potential clients● Create reports for upper management● Communicate up-to-date information about new products and enhancements to partners.● Develop process improvements to optimize partner management activities.● <u>Order Management & Distribution in JDE Software</u>

- Preparation of Pro-forma Invoice in appropriate excel format as per Purchase order/ approved mail receive from customer
- Co-ordinate with Costing person for best rates for quote to the customer/dealer
- Order Punching in JDE as per PO received from customer.
- Handling dispatch from Customer order Registration to Order Execution
- Sending invoice's & dispatch details through JDE to customer & dealer regarding the last supply of material.
- If Sales Order is in blocked, on receipt of payment - asking for GM/CM approval to release the order for dispatch.
- Diverting the order as per material availability to another Branch plant
- Follow-up with the Commercial team for Base Price setup, updating of Item code with Branch Plant.
- Sending PI to customer for advance payment & on receipt of payment indicate dispatch team to bill the material
- Co-ordinates shipment with customer, including changes in shipment dates.
- **Plant / R&D Co-ordination**
- Scheduling sales orders for production in line with the committed delivery schedule and interface with customers / channels to convey & generate approval for amendments to delivery schedule
- Sample arrangements from customers and send it to R&D and commercial team for approvals.
- Interacts with Production team to ensure shipments are handled as per request.
- **Logistics & CFA co-ordination.**
- Co-ordination & follow-up with transporter for timely material delivery to customer as per transit period.
- Customer Urgent Material Requirement – Connect material by Air or Surface courier & updating docket number to customer.
- Resolving the query regarding dispatches & rate difference from customer
- **Vendor management**
- Administering full life cycle for vendor management processed and incorporating best practices
- Designing guidelines for vendors and utilizing common tools.
- Cultivate and maintain relationships with vendors by communicating with them frequently to answer questions and check satisfaction levels.
- Monitor sales trends, nothing which items are faster than others
- Attending vendors meetings
- Design, plan and implement sourcing and purchasing strategies
- Work with suppliers, manufacturers and internal departments
- Maintain data base of approved suppliers
- Negotiate lower pricing
- **Product forecasting**

	<ul style="list-style-type: none"> • Forecasting of products on basis of sales data and customers feedback and enquires • Planning shipments as per orders registered in system • Analysing past and present factors which are relevant for the functioning of an organization <ul style="list-style-type: none"> • <u>MIS</u> • Publishing Sales Status Figures Territory wise i.e. Budget vs. Order vs. Actual on a daily basis to all RSM's • Preparing monthly MIS reports for Sales meeting • Providing Territory wise Sales data, customer data to RSM • Preparation of stocks report on monthly basis <ul style="list-style-type: none"> • <u>Commercial/Credit Control</u> • Taking Rate confirmation from Sales person and commercial person and attaching to the Sales Order • Creation of Credit note or adjust it against order on customers confirmation. • Follow up for advance payment for billing & follow-up with dispatch team for dispatches • Customer code generation on approvals from seniors • For payment default customer, indicate dispatch team to not bill the material or cancel the order from the system <ul style="list-style-type: none"> • <u>Complaint management</u> • Taking necessary actions to reduce customer dissatisfaction and ideally even strengthen customer loyalty • Understanding and providing necessary guidelines to solve complaints • Visiting customers to resolve the issues and gain customers confidence in company and product. • Taking back and offering fresh material on complaint approval from seniors. • Issuing CN if customer doesn't need material • Keeping AR updated and avoid AR related issues
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Past Employment Work Experience

Organisation	Worked with M/s Amit International
Job Duration	From December 2014 – May 2016

Designation	Executive – Sales Support
Job Profile	<ul style="list-style-type: none"> ➤ Accept customer orders, and arrange for dispatch. ➤ Follow up with sales executive for existing and new order. ➤ Responding to incoming phone inquiries and email in connection to sales. ➤ Arrange material for dispatch as per schedule. ➤ Collection of Payment.
Organisation	Worked with M/s. Automotive Ashok Leyland
Job Duration	From July 2011- June 2012
Job Profile	<ul style="list-style-type: none"> ➤ Research and recommend prospects for new business opportunities ➤ Research and analyze sales options ➤ Build and maintain relationships with clients and prospects ➤ Stay current with trends and competitors to identify improvements or recommend new products ➤ Collect and analyze information and prepare data and sales reports

Key Competencies (knowledge & skills)

- Distributor/Distribution Management
- Commercial and AR management
- Ability to handle stress
- Negotiation skills
- One to many communication
- Objection handling techniques
- Key account mapping
- Presentation and negotiation skills
- Problem solving
- Product knowledge
- Relationship skills
- Interpersonal skills

Academic Qualification

EDUCATION	YEAR OF PASSING	UNIVERSITY/BOARD	PERCENTAGE
MMS	2014	Mumbai University	71%
BMS	2011	Mumbai University	67%
H.S.C(Commerce)	2008	Mumbai University	73.33%
S.S.C	2006	Mumbai University	59.20 %

Computer skills

- ❖ Microsoft Office (Word, Excel, PowerPoint)

❖ **Oracle 9.1 (JDE)**

❖ Tally 9.0

Achievement

- Received “**Certificate of Excellence**” in TechNova Imaging Systems Pvt Ltd for overall contribution in Marketing and sales.

Other Interests

Listening music, Photography, Travelling

Personal Details

Date Of Birth	15 th July 1991
Nationality	Indian
Languages	English, Hindi, Marathi
Typing Speed	40 words per minute