

## Tushar S. Mali

### Career précis

**Highly competent professional** offering an experience of about 10 **years** in the **Tender Work, Product Pricing, Marketing and Sales**. Possessing a strong knowledge in **Tender documentation and Product pricing**.

Innovative and exceptionally creative to foster ideas that impel the organization towards a result-oriented direction. Good client management and leadership skills with impressive professional-speaking abilities. Driven by new challenges and adept at adapting to any cultural and business environments.

With a good professional record I aspire to join as **Marketing Manager** where in my Marketing and expertise contribute to the growth of the organization.

### Related Strengths

- Analytical and problem solving abilities
- Communication skills
- Leadership skills
- Time Manager

### Selected Achievements

- **Successfully handled several Tenders ADCP Kerala, MLDB Tender, NDP I Project and NAFED ( NADCP ) Project in MTPI Products Pvt. Ltd.**
- **Business Expansion program in All the States.**
- **Product Marketing and Product Awareness with new Marketing Strategies ie Online Marketing.**
- **Project with Maharashtra Government for Animal Camps Accountability.**

### Professional Experience

#### Marketing Manager

May'2011 – Till

- Succesfully handle NAFED NADCP programme as representative of MTPI.
- Business Development activities In Maharashtra, Karnataka, Andhra Pradesh and Kerala with Special Visits in Concern Organization.
- Online Marketing and Advertising of product By Participation in Exhibitions.
- Tender Document Preparation within time due of tender and Submission of tender on time.
- (NDP I Participation) National Dairy Program I participation and Price calculation for Product.
- Improve CRM Services and regular feedback of customers.
- Interacting with the vendors and motivate them for new sales strategies.
- Ensuring the customer requirement and manage supply them.
- Maintaining the record of all the documents for tender and product pricing.

#### Summer Internship Projects.

1. Implant Product Process training in **Parle Agro** for 15 Day's On Product ( Frooti and Appy )
2. 3 Month's Summer Internship in **Pepsi Co** on **Market Share Analysis of Pepsi Co.**

Education		
<b>MMS ( Master In Management Studies)</b> <i>Mumbai University</i>	68.00%	2011
<b>B.Sc. ABM( Agri. Business Management)</b> <i>Dapoli University</i>	77.00%	2008
<b>H.Sc</b>	50.00%	2004
<b>S.Sc</b>	68.69%	2002

Technical Skills	
Information Technology	MS-Office

Personal Details	
<b>Date Of Birth</b>	21 <sup>st</sup> July 1986
<b>Marital Status</b>	Married
<b>Languages Known</b>	English, Hindi and Marathi
<b>Nationality</b>	Indian

Required information	
<b><u>CTC:</u></b>	11.70 L/A
<b><u>ECTC:</u></b>	13 – 14 L/A
<b><u>Notice Period:</u></b>	ASAP
<b><u>Total yrs of Experience:</u></b>	10 Years