

Mihir Pandya

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Objective:

Seeking a career opportunity to utilize my knowledge and experience in field of business development, customer relations, and account management.

Summary:

- Excellent performance in account and sales expansion.
- Outstanding ability in finalizing high-ticket sales.
- Extremely inspired and committed person with proven analyzing and analytical skill sets.
- Expert in keeping and developing customer relationship.
- Well organized individual with excellent time management and presentation skill sets.

Work Experience:

Relationship Manager, 2009 to Present

Visual Pvt. Ltd., Surat

- Responsible for activities regarding sales, marketing, customer acquisition, customer relation management, & maximizing revenue.
- Finding various new businesses opening & arranging promotional programs to get commercial business and attain set goals.
- Assessing market, current trends in market, finding competitors, also giving suggestions for product improvement

Assistant Relationship Manager, 2005 to 2009

Midtech Pvt. Ltd., Baroda

- Organizing promotional programs to improve sales & attain set goals in sales.
- Designing and applying various methods to accomplish targets on monthly, quarterly, and yearly basis.
- Answering inquiry, questions & complaints of clients in order to keep revenue generation of the division.
- Recognize potential customers, creating business from the old accounts and reaching profitability level and sales growth.

Education:

Master of Business Administration (Marketing) from M. S. University in the year 2005.

Bachelor of Business Administration from M. S. University in the year 2003.

Computer Awareness :

Office Automation tools: Ms Office Proficient on internet/Email

LANGUAGE SKILLS :

English, Hindi, Gujarati

Personal Information:

Date of Birth: 03/01/1982

Marital Status: Married

Nationality: Indian

Hobbies and Interests: Reading, Cricket Enthusiast.

References:

Available upon request