

Mayank Thapliyal

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Current Location: New Delhi



Objective:

To work in a highly energetic workspace where there is immense pace for growth in an esteemed organization which will enable me to put into my developed skills and augment my knowledge so as to contribute towards the growth & development of the organization

Skills & Strength:

- Positive attitude
- Energetic with ability to learn
- Good communication skills
- Marketing Management
- Ability to apply critical thinking and resourcefulness to solve problems
- Demand forecasting
- Team management
- Ability to work effectively under pressure

Experience:

Project Sales Executive, Branding – Gold Plus Glass Industries Ltd. (May,2023 – Current)

- Pitching Gold Plus glass to each and every segment from which the company can gain a good Brand Image and also taking approvals from these bodies.
- Pitching Government bodies like CPWD/PWD/Municipal Corporations state wise/city wise and on district level. Other Government and Semi Government bodies such as Railways/Mess/AAI, STUs and PSUs etc.
- Focusing direct influencers Large cap and Mid size builders and developers and approval activities done simultaneously.
- Key Focusing areas for me to all these activities are New Delhi, Uttarakhand and Uttar Pradesh.

Sr. Key Account Executive - Reliance Retail, New Delhi, India (April,2022 – April,2023)

- Tracked sales and customer information, producing regular reports for management.
- Served as point of contact for assigned client accounts, maintaining client satisfaction and loyalty.
- Used effective communication and interpersonal skills to promote long-lasting client relationships.
- Brought up the average monthly sale volume to 7,00,000L
- Handling over 80+ clients monthly
- Follow up on timely approvals and payments

- Solve customer queries, and quality issue

Intern – Jindal Stainless Steelway, New Delhi, India (May, 2021 – August, 2021)

- Inputted key metrics on spreadsheets to maintain updated information.
- Researched latest trends to keep abreast with new products and features.
- Composed surveys to obtain feedback from consumers.
- Analysed the Demand and Business opportunities of Stainless Steel in Delhi NCR.

Education:

Master of Business Administration, Marketing, 2022 Doon Business School – Dehradun, Uttarakhand

Bachelor of Business Administration, Management, 2020 Indraprastha Institute of Technology and Management – New Delhi, India

Higher Secondary School, Commerce with Maths, 2017 Kamal Public Sr. Sec. School –New Delhi, India

Secondary School, 2015 Kamal Public Sr. Sec. School – New Delhi, India

Hobbies & Interests:

- Playing Cricket
- Travelling

Languages Known:

- English.
- Hindi.