

Mayur Pande

Assistant Manager



3 Years 6 Months



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Profile Summary

Motivational leader and organizational problem-solver with advanced supervisory, team building and customer service skills. Experience stepping into roles and quickly making positive changes to drive company success. Focused on using training, monitoring and morale-building techniques to maximize employee engagement and performance



Key skills

- Corporate Sales
- B2B Sales
- Key Account Management
- Operations



Personal Information

City **New Delhi**
Country **INDIA**



Languages

- English
- Hindi



Education

B.Tech/B.E., 2021

University of Petroleum & Energy Studies,
Dehradun

12th, 2017

CBSE, English

10th, 2015

CBSE, English



Work Experience

May 2024 - Present

Assistant Manager

Sankalp Group

I am responsible for handling key accounts and having an excellent track in dealing and negotiating with the clients and onboarding new clients which are specifically in HORECA sector.

Jan 2023 - May 2024

Senior Executive

FICCI research and analysis centre

Business Development and Key account Manager - Desling in Brands like Haldiram, ITC Agro, Bikaji foods and many more where I generate orders in terms of testing foods samples.

Dec 2020 - Jan 2023

Business Development Executive

moglix

B2B and B2C E-Commerce platform which deals in industrial products

with a wide range of categories (only for Industrial Purpose) Working as a Business development, Key Account Management & Operations within this organization in few Majorly knowing Segments : Automotive Pneumatics Material Handling Hydraulics Oils & Lubricants We need to Onboard Suppliers who are Endulged within these sectors either it's Brand or a Label and provide them sales as per the demand of products. Also Executing and Fulfilling supplier demands, supporting them in each and every scenario and solving the issues within respective period of time. KPI's : Handling Existing Accounts, Stocking Segment for the Respective Categories, Fulfillment Rate which depend's on the NMV.



Projects

152 Days

Key Logger Modifier

In this project we basically worked on the keystrokes as it will tell how many keys are pressed within a specific time duration and the specific keys will be shown on the dekstop. This project will tell us how many keys are pressed on a hardware.

123 Days

lexical analyser using C programming

This project is basially about tokenization in C laungauge and the compiler we had used was Turbo-C. In this project we able to know how tokens are generated which turns sequence of characters into sequence of tokens.