

MANGESH MADHAVRAO UKEY

Mobile: 9860432049 E-Mail: ukeymangesh@gmail.com

*Assignments in Retail Sales & Marketing / e-Commerce / Advertising with an organisation of high
repute*

SYNOPSIS

- Result oriented professional with more than **11+ years** in **Education, Advertising Sales, Telecom industry, Payment Industry, e-commerce** with **Reliance SMSL Ltd, eBay India Pvt Ltd (New RAMP green Technologies Pvt Ltd), IndiaMart Intermesh Ltd.**
- Exposure in **Telecom, E-commerce, Payment, Retail Sales, Business Development, Strategy Forming, Payment Gateway & Channel Sales.**
- An effective Communicator with excellent relationship building & interpersonal Skills. Team player with strong analytical & leadership skills.

ORGANISATIONAL EXPERIENCE

Company Name: **Haven Technology Solutions**
Designation: **Sr. Business Development Manager**
Duration: **Jan 2022 – Dec 2024**
Location: **Amravati**

- Design innovative Marketing Strategies & implement them accordingly.
- Generate business from Small & Medium scale industries.
- Set-up appointments over the cold call.
- Maximising all opportunities in the process of closing sale.
- Follow up on new leads & referrals resulting from field activity.
- Handle virtual inquiries & successfully close sales as per targets.
- Achievement of weekly sales targets from new & existing clients.

Company Name: **S.G.B.A.U. Amravati**
Designation: **Assistant Professor (C.H.B.)**
Duration: **July 2021 – May 2022**
Location: **Amravati**

- Develop and deliver engaging lecture to MBA 2nd Year Students.
- Write, Administer and grade midterm and final exam.
- Foster student's commitment to lifelong learning by connecting course materials to broader themes and real-life scenarios.

Company Name: **Reliance SMSL Ltd (Jio)**

Designation: **Jio Point Leader (JPL)**

Duration: **Oct 2017 – Aug 2018**

Location: **Amravati**

- Driving business for 4 Taluka in Amravati District, catering Population more than 3 Lac.
- Managing operation of 6 Jio Point and Catchment area.
- Achievement of primary & secondary sales targets through dealers and distributors.
- Ensuring that customer orders are channelized to the company and are supplied in a timely manner. Suggest plans for liquidation of obsolete stocks at distributors and key dealers.
- Ensure company schemes and brand plans are implemented in the market as per guidelines.
- Ensuring that distributor claims are submitted to the company in a timely manner and are cleared. Identifying prospective new stores and drive placement of brands in such stores.
- Identifying opportunities for business development in new area within the territory and expanding distribution in such area.

Company Name: **New Ramp green Technologies Pvt Ltd**

Designation: **Sr. Business Development Manager**

Duration: **April 2016 – 31 March 2017**

Location: **Mumbai**

- Work for a Payza (Canadian Based Payment Gateway)
- Handle international as well as domestic process for merchant acquisition at pan India level along with team.
- Responsible for end-to-end sale which includes client handling till closure.
- Manage lead generation & business development team to generate revenue.
- Manage communication with niche segment client & maintain good relationship with them.
- Explore new markets and ensure maximum outputs from the existing markets through close monitoring of return per customer.

Company Name: **eBay India Pvt Ltd (New Rampgreen Technologies Pvt Ltd)**

Designation: **Sr. Business Development Manager**

Duration: **Jan 2012 – March 2016**

Location: **Mumbai**

- Manage online business on E-commerce Platform in Lifestyle Category for Cross Border Trade.
- Manage online business account of vendors (Suppliers / Distributors, Manufacturers) from different categories & taking care of their business portfolio.
- Arrange logistic partner for international shipment worldwide. Identify new market segments and tap profitable opportunities.
- Ensure speedy resolution of queries & grievances to maximize client satisfaction. Maintain excellent relations with clients to generate revenue for further business.
- Expand vendor's business by applying various kind of selling techniques.
- Research & analysis on seasonal trend with the help of Tableau.
- Train internal cross functional team on various in-house selling tools.

Company Name: **IndiaMart Intermesh Ltd, Mumbai**

Designation: **Sales Executive**

Duration: **June 2010 – Dec 2011**

Location: **Mumbai**

- Making outbound calls to explain our product features and how to utilize them to the best extent, while resolving customer queries.
- Retain and renew customers, and maximize revenue by upselling.
- Build a strong relationship with customers by understanding their requirement and suggesting the right product to them.

ACADEMIA

- **MSW** from Amravati University, Amravati 2023 (Secured **69.00%**)
- **MLIS (Library)** from Y.C.M.O.U. Nashik in 2021 (Secured **89.00%**).
- **BLIS (Library)** from Y.C.M.O.U. Nashik in 2020 (Secured **91.00%**).
- **MBA (Marketing)** from Amity University, Noida in 2010 (Secured **CGPA=6.7**).
- **B.E. (Electrical)** from Nagpur University, Nagpur in 2008 (Secured **57.00%**).
- **D.E. (Electrical)** from Govt. Poly. Amravati, Amravati in 2004 (Secured **64.44%**).

COMPUTER/LANGUAGE SKILLS

- Microsoft Word, Excel, PowerPoint, Publisher, Outlook and Internet.
- Fluent in written and spoken English, Hindi and Marathi.

PERSONEL INFORMATION

Date of Birth : 6th November, 1983

Address : 35, Anand Vihar, Near Greenpark Colony, Amravati - 444607