**SNEHITH JAIN N**

|  |  |
| --- | --- |
| Mobile : **(050) 2279358***E-Mail :* **snehith.sa@gmail.com***Visa Status:* ***Visit Visa (Available up to 6th Dec. ‘14)****Present Address: A-301, FarazButti Bld. Trade Centre, Karma, PO Box : 11070**Permanent Address: “Jina Prasad”, Nitte- 574110, Udupi, India.* | **DSC_0759** |

**CAREER SUMMARY**

A competent Sales Professional with more than one year experience in Marketing, Sales& Finance. A target driven professional with an ability to workunder pressure and achieve monthly& yearly targets.Proactive in generating business and taking every opportunity to close deals. Excellent customer service skills and able to build rapport and maintain long term business relationships with customers.

|  |  |
| --- | --- |
| * Corporate sales
* Closing Sales
* Issue Handling
* Sales Forecasting
* Tender Proposal and Contract development
* Finance & Accounts Management
 | * Business Development
* Contract Negotiating
* Product Demonstration & Presentation
* Market Mapping
* Customer Relationship management
* Advanced Account Tools
 |

**PROFESSIONAL EXPERIENCE**

**Sales Executive at Manipal Technologies ltd. June 2013 – Present**

**Manipal, India.**

Manipal Technologies Ltd, formerly known as Manipal Press is a flagship company of Manipal group. Over

 the several years of its existence it has evolved from being security print product manufacturer to

 the preferred outsourcing service partner to Indian Banking Industry.

* Managed key customer accounts.
* Processed Pre and Post tender requirements which includes costing and estimation for finalizing prices, participated in pre-bid meetings to analyze the requirements and to fill gaps by recommending specifications that matches capabilities of present infrastructure.
* Analyzed market scenario and competitor mapping.
* Mapped target market for existing products and surveyed market potential for new / innovative products.
* Worked with Production and planning team to enable smooth delivery schedule.
* Influenced and supported sales team for inlay into new business acquisition.
* Managed complaints and instituted solutions by engaging support from all value chains in the system.
* Tracked key accounts with respect to Requirement gathering, Order generation, Order tracking and Collections.
* Established account reviews with customer to facilitate new products and services to be offered.
* Order handling, Project execution for the orders received.
* Managing finance and accounting of the dept.

**Customer Support Officer at MPhasis - HP Company June 2011 – October 2011**

**Mangalore**

* Collection and analysis of data with regard to pending dues, mortgages, Automobile -loans and updating the same on database for Customer.
* Cold Calling Customers to inform them about new offers and services.
* Sales and Promotion of Insurance policies related to Mortgage and Automobile Loans.
* Coordinating with the Operations team in order to achievedaily and weekly targets.
* Complaint handling and support of customer grievances.

**EDUCATION**

**Masters of Business Administration (MBA)**, June 2013; (CGPA 7.20)

JUSTICE K S HEGDE INSTITUTE OF MANAGEMENT, Nitte, Karnataka India

**Bachelor of Business Management (BBM)**,May 2011; (63%)

NSAM FIRST GRADE COLLEGE, Nitte, Karnataka, India

NSAM PU COLLEGE, Nitte, Karnataka, India

**II PUC**,2008; (74%)

JEM SCHOOL, Karkala, Karnataka, India

**10th**, (77%)

**CURRICULAR PROJECTS**

**MBA Academic Project:**

* TITLE: “**A Study of Promotional Activities of Big Bazaar, Mangalore”**
* Analyzing the effectiveness of Promotional activities.
* Conducted customer survey to analyze the response towards the promotional activities.
* Proposed new ideas to better the marketing mechanism to increase footfalls.

**PERSONALITY STRENGTHS**

* Strong customer relationship management skill.
* Effectual people management and leadership skills
* Dedicated and determined professional with an optimistic attitude.
* Effective and timely co-ordination of all responsibilities.

**PERSONAL INFORMATION**

|  |  |
| --- | --- |
| Date of BirthFathers NameMarital StatusLinguistic Fluency | :4th September, 1990: Mr. Aravind Kumar: Single: English, Hindi, Kannada,Tulu |