

MEHTA SNEHALKUMAR BHANUPRASAD

Mob No. +971 58 23 04 261

Email Id- 80sneh@gmail.com



PROFESSIONAL SUMMARY

A Dynamic Professional with almost 15 Yrs. of Experience in Sales, having knowledge about Corporate Selling & Management of Channels. Experience in dealing with the Corporate Customers, Training and Assisting dealers, and coordinating the activities to the Superior and Sub-Ordinates. Innovating thinking to implement invention thoughts in the right way to improve business process, profitability and career growth.

MARKETING:- Analyzing latest marketing trends and tracking competitors activities and providing valuable inputs for fine tuning sales and Marketing Strategies; Imitating market development efforts.

RELATIONSHIP MANAGEMENT: -Managing Customer Centric Operations and Ensuring customer satisfaction by achieving delivery timelines and service quality norms.

CAREER OBJECTIVE

Intend to build my career in leading corporate where I get an equal opportunity to show my skills and abilities at the same time grow with an organization policies and making myself more effective and useful to the organization.

STRENGTH

Self-learning, High Energy and Confidence Level, Positive attitude toward work, Good Communication and Interpersonal skill, Independent handling of responsibilities, Hardworking, self-motivated, cooperative personality, Ready to work with best ability, knowledge and always accepted feedback to feed forward which helps me to grow.

KEY SKILLS

- Extensive knowledge of customer service, human relationship and management.
- Ability to communicate professionally and effectively.
- Excellent communication skills.
- Budget-management skills and proficiency.
- Analytical skills to forecast and identify trends and challenges.
- Intimate understanding of traditional and emerging marketing channels.
- Oversee the sales process to attract new clients.
- Research and identify new market opportunities.
- Prepare and deliver pitches to new stake holders.
- Team Building and Supervision.
- Staff development and training programs for the new recruits.
- Good with problem solving and has excellent time management skills.
- Managing records and office data.
- Ability to produce consistently accurate work even whilst under pressure.

WORK EXPERIENCE

- **Emecon Self Adhesive Labels Manufacturing LLC (Umm Al Quwain - UAE)**
Production Manager. Dec-2022 to Till Date
- **Chitra Publicity Company (OOH) Gujarat. (Surat- Gujarat)**
Asst. Manager Jul 2014 to Nov-2022
- **Break Point, London (UK)**
Store Manager Jan-2010 to Jun-2014
- **Angel broking Ltd. (Anand - Gujarat)**
Business Development Executive - Sales. Apr-2004 to Dec-2009

RESPONSIBILITIES HANDLED

- As a Production manager, includes the responsibilities of allocating labor resources, tracking production schedules and cost adjustments to ensure everything runs smoothly, planning and organizing production schedules. To oversee the production process, coordinating all production activities and operations. Plan and draw up a production schedule. Decide on and order the resources that are required and ensure stock levels remain adequate. Maintain the warehouse's machines, Assemble machinery parts, Store products and materials. Meet the deadlines of individual production tasks during shifts. Report on defective products or machinery. Check stock levels and report deficiencies in products or raw materials.
- Working with the executive team, such as the marketing director to set the marketing strategy for the business.
- Researching and analyzing market trends and competitors.
- Develop strategies and tactics to get the word out about our company and drive qualified traffic to the front door.
- Deploy successful marketing campaigns and own their implementation from ideation to execution.
- Build strategic relationships and partner with key industry players, agencies and vendors.
- Prepare and monitor the marketing budget on a quarterly and annual basis and allocate funds wisely.
- Propose and manage marketing research projects to generate consumer insights in support of improved marketing strategy and communications.
- Lead the execution of marketing programs from start to finish, driving collaboration with the stakeholders and leveraging the right internal processes.
- Work with the other marketing teams, other internal stakeholders, and external agencies and vendors.
- Assist in preparation of proposals for various projects.
- Taking care of General Administration activities.
- Highly organized, accomplished with extensive knowledge of handling daily administrative tasks.
- Preparing MIS reports.
- Collaborated with key management personnel to assist in arrangement of special events.

ACADEMIC CREDENTIALS

- B.COM from Sardar Patel University, Vallabh Vidhyanagar – Gujarat – India.
April-2001
- HSC from Gujarat Higher Secondary Education Board, Gujarat-India.
March-1997
- SSC from Gujarat Higher Secondary Education Board, Gujarat-India.
March-1995

IT PROFICIENCY

- Conversant with office Automation (MS Outlook, Word, Excel, PowerPoint)
- Typing speed of 40 words per minute.
- Well versed with Tally and Internet Applications.
- Google drive. Docs, drive, forms, G-mail, sheets.

PERSONAL INFORMATION

Visa Status. : Cancelled Visa

Present Address. : Umm Al Quwain

Passport Number : U1143228

Birth Date. : 3rd July, 1980

Marital Status : Married

Languages Known : Gujarati. Hindi and English

Hobbies : Listening Music, Dance, Playing Chess and Cricket.