|  |  |  |
| --- | --- | --- |
|  |  | Vinod Rachwani*Sales and Marketing Manager*  |
| ProfileGoal-oriented Salesperson and sales manager with distinguished experience in Retail and Wholesale industries and proven leadership abilities. Expert in increasing profit margin and cost reduction along with customer satisfaction. I consider myself extremely committed to any company, and I work with utmost dignity and dedication.ContactPHONE:+91 9509883289ADDRESS:2/255 Malviya Nagar, JaipurEMAIL:vINODRACHWANI535@gmail.comLanguages* Hindi
* English
* French
* Lingala
 |  | EDUCATIONGyan Vihar School CBSE, Jaipur 2015-2016 (12Th Cleared )2016-2018 (Bachelor of Business Administration from  Subodh College Jaipur) WORK EXPERIENCESte Ice (Groupe Arkays) [Retail Manager][Jan 2022 to March 2024]* Met with clients, delivering presentations and educating on product and service features and offerings.
* Developed and implemented comprehensive business strategies and sales and marketing plans that complemented the overall corporate operating plan.
* Recruited and hired a skilled workforce to add value and expertise to the sales department.

Ste Gayimpex (Regal) [Sales and Marketing Manager][September 2018-November 2021] * Developed sales strategy based on research of consumer buying trends and market conditions.
* Evaluated costs against expected market price points and set structures to achieve profit targets.
* Analyzed sales and marketing data for improved strategies for improving the company's revenue.

**SKILLS*** Cash handling
* Sales maximization
* Increasing profit margins
* Exceeding company’s expectations
* Driving revenue and profit of the company
* Staff management
* Leadership qualities
* Team building and managerial skills
 |