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|  |  | Vinod Rachwani  *Sales and Marketing Manager* |
| Profile Goal-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. Contact PHONE:  +91 9509883289  ADDRESS:  2/255 Malviya Nagar, Jaipur  EMAIL:  vINODRACHWANI535@gmail.com Languages  * 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 |