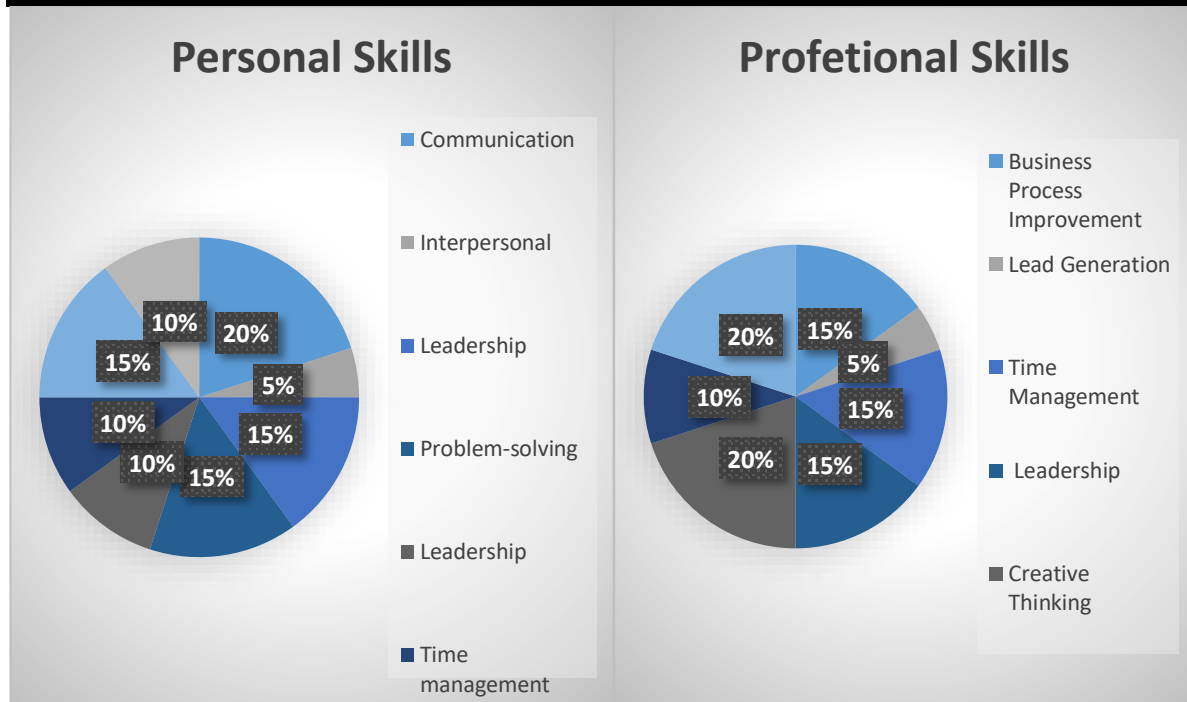


MUKESH KAILASH SONKAR
Cell: +91- 8898906425, E-mail sonkar.mak@gmail.com

To create individual worth that will add tremendous value to any global cooperate through professional skills and constantly keep moving up the value chain as a dedicated team player who can bring to your organisation excellent skill like analytical, planning organising, time management and communication.



Experience

Marketing Executive
BDC Distribution Pvt.Ltd

July 2021 to till

Job Responsibilities

- Handling Exciting business for Adhesive ,Resins,Pigment,Tio2,VAM, and Paint & Coting's .
- Maintain strong relationship with clients , update price and availability of stock .
- Strong watch on competitors. Set price for WEST ZONE (Maharashtra and Gujarat).
- Quotations to clients and crack the deal with competitive price .
- Developing new clients for all products .
- Sustain watch on market as well as competitor .
- Quotations to clients domestic as well as import price . Dollars and INR.
- Maintain Sales report , fuscous on growth every month.

Marketing Executive

Jan 2020 to till April

Venus International Mumbai, India.

Job Responsibilities

- Handling B2B marketing
- Business development
- Maintain relationships with Exciting Client's
- Visiting client office as per requirement
- Maintain close relationship with logistics department.
- Create awareness of and develop the brand marketing.
- Communicate with target audiences and build and develop customer relationships.
- Organise and attend events such as conferences, seminars, receptions and exhibitions source and secure sponsorship.
- Maintain and update customer databases conduct market research, for example using customer questionnaires and focus groups develop relationships with key stakeholders, both internal and external.
- Track marketing performance and return on investment and prepare weekly or monthly reports for management.

Marketing Executive

April 2018 to Jan 2020

Balaji formline Pvt.Ltd. Mumbai, India.

Job Responsibilities

- Conceive and develop efficient and intuitive marketing strategies.
- Organize and oversee advertising/communication campaigns (social media, TV etc.), exhibitions and promotional events.
- Conduct market research and analysis to evaluate trends, brand awareness and competition ventures.
- Initiate and control surveys to assess customer requirements and dedication.
- Write copy for diverse marketing distributions (brochures, press releases, website material etc.)
- Maintain relationships with media vendors and publishers to ensure collaboration in promotional activities.
- Monitor progress of campaigns using various metrics and submit reports of performance.
- Planning & execution of marketing strategies to promote services to customers
- Creating a wide range of different marketing materials.
- Collaborate with managers in preparing budgets and monitoring expenses
- Shorting import data as per segment wise.

Sales Executive

Sep 2016 to April 2018

Pon Pure Chemical(India)Pvt.Ltd

Job Responsibilities

- Sell a variety of chemicals to be used in different industries.

- Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analysis.
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandizing techniques.
- Resolve customer complaints by investigating problems; developing solutions; preparing reports, and making recommendations to management.
- Manage sales pipeline to drive new business opportunities to commercial success.
- Forecast sales to enable operations planning, introduce product innovations and maintain active memberships.

Sales executive
2013Shooulphool.com

Feb2012 to Jan

Job Responsibilities

- Handling marketing activities.
- Maintaining relation with existing Client.
- Door to door sale.
- Business development.
- Coordinate with factory to customers place.
- Maintaining payment terms.

Logistics Executive
Hyper City Mall. Mumbai, India.

Nov 2007 to March 2009

Job Responsibilities

- Prepare Daily and monthly Fuel MIS report on daily Basis
- Managing transportation arranging vehicle.
- Vendor management.
- Loading and unloading goods.
- Dispatching goods.
- Maintaining relation with accounts department for RTGS.

Education Qualification

- MMS from M.E.S. Pillai's Panvel under Mumbai University Pass in Year 2011.
- BMS from M.E.S. Pillai's Panvel under Mumbai University Pass in Year 2007
- H.S.C from Mumbai Divisional Board with Second class In Year 2004.
- S.S.C from Mumbai Divisional Board with 2ad class In Year 2001.

Software

- MS Outlook, Ms Office, CRM, Newgen software and ERP.

Personal Details

Date of birth : 10th March 1986
Nationality : Indian
Gender : Male
Marital Status : Married
Language Known : English, Marathi, Hindi.
Address : B-703 Nimbeshwar Pinacal CHS, Sector-4,
Khanda Colon,Asudgaw,New-
Panvel(W),Maharashtra Pin-41020.

Place : Panvel
Date :
MUKESH SONKAR