

Rameshwar Seth

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Seeking challenging assignments in Pre-Sales & Marketing/Business Development with an organization of repute in its Industry Sectors.

PROFESSIONAL SYNOPSIS

- A budding management professional having gained extensive conceptual knowledge and a professional exposure of more than 12 + Years, in the domain of Sales & Marketing.
- **PGDM/MBA (Marketing and Finance dual business program)** having gained hands on exposure in sales and marketing operations with an ability to think both strategically and creatively in order to recognize and make the most of marketing opportunities.
- Efficient in understanding and coordinating the client needs as well as consulting with the technical team to provide solutions in adherence to delivery schedules.
- Abilities in interfacing with key clients for suggesting the most viable services & product range and cultivating relations for securing repeat business.
- An effective communicator with excellent analytical / logical skills and ability to relate to people at any level of the business and management.

ORGANIZATIONAL EXPERIENCE

MH Advertising media LLP

Regional Business Manager

{Feb 2020 to till now}

{MH ADVERTISING MEDIA is a service provider for TV Advertising, Radio on Air and News paper ad Space, Keeping in mind the user-defined requirements, the offered services are rendered in tandem with the guideline laid in the industry.}

Key Deliverables

- Responsible for New Business Development, Business Revenue, Team Handling,
- Channel Handling & Management, Lead generation.
- Performance Management
- Product Planning, Promotion, Competitor Analysis / Market Penetration, Brand Building
- Client Relationship, Management and Retention
- Team building, Structuring, Strategic Planning, Leadership Development.
- TV Ads, Radio Ads, Social media App Ads are my key business.

IndiaMART InterMESH Ltd.

Senior Account Manager – KCD

{Dec. 2009 to Jan. 2020}

{IndiaMART is a brand famous in India for its endless support to B2B network. It is a platform where global Buyers and sellers come together to get the Business. **IndiaMART.com** is a leading online B2B marketplace that assists manufacturers, suppliers & exporters to trade with each other at a common business platform.}

Key Deliverables

- Team Lead to handle work force. Support our business colleague to get a proper enhancement of business and bill procurement.
- To stay connected with our existing clients and help them go global and to achieve optimum business opportunities. Retain our customers through problem solving, services, motivation, and Business opportunities along with relentless support.
- Giving best, suitable services and information via the powerful media - Internet. To receive business from High value Client by providing premium services.
- Started from Client Servicing division and promoted to Key Client Division – Generate and Retain the High Business value clients.
- Accomplished career track in managing large accounts and closing large deals in competitive environments, worked on scanning and qualification of business leads, developing business solutions and negotiating with

clients to close business deals

- People Engagement Specialist: recruited, trained and successfully built high performing teams that excels in delivering business value with high morale; promoted a cohesive & collaborative work culture

INTERNSHIP

Sakaal Media Group –

Sales Executive

June '2009 to Nov. '2009

[Sakaal media group is a media company in India providing news and daily updates (News Paper) to its prospective clients all over Maharashtra-India and also offers a Television channel for effective communication.]

Key Deliverable

- Generating leads, maintaining data and client detail, feedback and (DSR) daily sales report to Branch Manager.
- Marketing the Yearly base subscription of news paper and Ad Space sales, through the dealer network to Institutes, Hotel, Small and medium industries in region.
- Acquiring outlet, retaining and ensuring proper functioning of existing channel partners.
- Organizing cold calling activities, after sale services to the clients.
- Negotiating with channel partner clients as well as developing new sources as per their requirements.

MY EXPERTIES & SKILL

1 --	Transactional Leadership Quality	2--	Performance management
3--	Client Retention	4--	Attrition Prevention
5--	Business development	6--	Hiring, Training
7--	Team Management	8--	Channel Partner Handling

KEY HIGHLIGHTS, ACHIEVEMENTS & AWARDS

- Selected for a special assignment for promoting IndiaMART - In **Index 2010 event in Dubai.**
- 7 Times Employee of the Month
- 10 Times Pillars of Success
- 2 Times – Employee of the year
- **Dubai / Goa / Noida and Many trip and trophee winner.**
- **Meet the CEO Winner in Indiamart.**
- **22 Managers created under my profiling.**
- **Growth more than 42% in MH Advertising media during 2020 – 2021.**
- **Created SS Mobile – Sumeera Foods – WTE Infra – Century Agro – Nidee Pumps – Sohum Auto gas – SV Agro – Pravin Detergent – Harnik General Foods as few esteemed and reputed client for TV Ads – In MH Advertising Media.**
- **3 Times – Beated my own record of Revenue generation in MH Advertising Media.**

ROJECTS, TRAININGS & SEMINARS

- Training - **Prioritize Prospect Calls and Contacts** -- Abhishek Anand - ZM – Indiamart
- Training - **Conduct the Right Follow-Up** -- Dinesh Gulati -- National Head – Indiamart
- CEO and Zonal head training for Market behaviour, Building high value sales and client retention.
- Studying the Consumer Buying Behavior by Sakaal media group, Pune; This involved marketing as well as research functions.
- Promotion of Sakaal Times; Sakaal Papers Limited; June 2009 to Nov. 2009; Functioned as a Sales Executive.

- One week essential management knowledge by Mrs. Shilpa Kulkarni during PGDM program.
- One week training in SBS Matrix Institute, Pune, 2007.
- Certificate Holder of **National Service Scheme organized By Central Government** in Allahabad.

Professional Qualification

- **PGDM/MBA** - Marketing from Sinhgad Business School (Matrix), Pune, 2007 to 2009.
- **Advance Diploma in Business Administration (ADBA)** From MSBTE Mumbai in Finance Stream
- NSE certification in Financial Market (NCFM).

IT SKILLS

- Well versed with Windows operating systems and packages like MS Office (Word, Excel, Power Point) and Internet Applications.
- Certification Course in Computer Application (CCA)
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Hobbies

- Travelling
- Social interaction
- Cooking Foods
- Yoga

Education Qualification

Education	College Name	Specialization	Division
Professional Certification Program	Indian Institute of Management Kozhikode (IIM - K)	Management	Persuing
PGDM - MBA	SBS – Matrix	Marketing	1st Class
ADBA - MBA	MSBTE	Finance	1st Class
Graduation	University of Allahabad	Commerce	2nd
HSC	Shibli National Inter College	Commerce	2nd
SSC	Shibli National Inter College	Commerce	3rd

Personal Details

Date of Birth – 10 - May – 1987

Marital Status – Married

Kids – Son (Arth Rameshwar Seth)

Nationality – Indian

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All the above information are true and verified.

Regards

Rameshwar Seth

Covid Vaccination is among the few ways we have, to defeat the virus. If you are eligible for the vaccine, get your shot soon.