

BHAGYASHREE MANE

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 Mira Road (East), Mumbai, Maharashtra.

PROFILE

I am a Marketing & Sales professional with 6 years of experience (Domestic & International). that includes inside sales & marketing, Client interaction, New product launching & branding, Revenue generation

EDUCATION

MBA Marketing

Specialized in International Business Development

Dr. D.Y.Patil Center for Management & Research, Pune

Bachelor in Commerce

M.L. Dahanukar College of Commerce
Mumbai University- 2018

HSC

M.L. Dahanukar College of Commerce
Mumbai University- 2015

SSC

NGKG Highschool - 2013

SKILLS

Global Collaboration and Adaptability
Customer-Centric
Team Player mentality
Sales and Business Development
Marketing Research

WORK EXPERIENCE

Senior Executive International Sales - Europe,USA

Suminter India Organics / Nov 2023 - Till Date

- Serve as the primary liaison between the organization and customers in the US/EU markets, ensuring effective communication.
- Preparing cost sheets for all the enquiries & negotiating prices with the customer to seal the order
- Provide regular updates to customers regarding the progress of their orders, ensuring transparency and satisfaction.
- Collaborate with the logistics team to ensure timely processing of order documents, enhancing operational efficiency.
- Implement timely follow-up procedures to secure prompt payments and cultivate favorable client relationships.
- Manage sample requests, coordinate with QA for dispatch, and gather feedback to maintain product quality standards and improve services.

Senior Executive International Sales & Marketing - USA,CANADA

Clearsynth Labs LTD / Jan 2021 - Nov 2023

- Identifying emerging business opportunities and leveraging market trends to drive business growth for organizations
- Pursue sales leads, pitch prospective clients, and deliver persuasive presentations and proposals that contribute to organizational growth
- Able to handle existing clients and utilize various channels, including live chat, email marketing, and cold calling, to generate new leads and ultimately secure new business
- Using SAP for managing sales inquiries, orders, and quotations, documentation support, providing end-to-end client support from enquiry to after-sales
- Negotiate and close business deals while staying up-to-date with market conditions. building important client relationships.

Business Development Executive

Ultima Chemicals / Nov 2019 - Jan 2021

- Initiate interaction with current clients to nurture connections and explore growth prospects, including joint ventures in new product creation.
- Conduct timely follow-ups to ensure timely payment and maintain positive relationships with clients.
- Develop and implement strategies to attract new clients for Ultima's core products..
- Research potential products and vendors, train and mentor team members for sustained achievement.

Marketing Executive

Rumit International/ Nov 2018 - Nov 2019

- Source products from Chinese suppliers, update pricing for domestic market strategies.
- Pitch potential vendors and clients for collaboration through indenting, arrange and attend meetings to build a network.
- Attend exhibitions to boost brand exposure and negotiate business deals for indenting.
- Manage sales process, maintain excel sheets for license transfers, and mentor team members for success.

Retail Sales & Marketing Assistant

ITC Maratha (Rodio Drive) / Apr 2018 - Oct 2018

- Engage visitors, explain product features to boost sales.
- Maintain accurate records, manage inventory, and execute marketing campaigns.