

# Manoj Maratha

Sales Manager

Dependable Sales Manager with 18+ years' experience with FMCG, Sales and Business Development industries. Substantial Knowledge of Sales Technique, Sales Management and Business Development. Named Best Sales Executive for Godrej Agro. Pvt. Ltd and Rich Graviss Pvt. Ltd.

## Experience

### 2018- 12.DS Group (Catch Masala)

**Present** Area Sales Manager (Mumbai and Maharashtra)

- Brand Building and Market Penetration through Sales techniques and Marketing.
- Developing strategies for Business growth.
- Handling Sales team throughout the region, maintaining and assessing records.

### 2017 to 2018-11 Prestige Alcobev Pvt. Ltd.

Regional Sales Manager (Mumbai)

- Brand Building, Market Penetration through Sales techniques and Marketing.
- Developing strategies for Business growth.
- Handling Sales team throughout the region.

#### Key Achievements:

- Reduced the breakage and other losses from 3% to 1%.
- Payment Recovery time reduced to 25 days from 3

### 2013- 2017 Devashree Foods Pvt. Ltd.

Area Sales Manager (Mumbai)

- New Product Launches (Whipping and Cooking Cream).
- Development of new business.
- Handling my team and distributors.

#### Key Achievements:

- Achieving Sales as well as Technical Target each month.

### 2008- 2013 Rich Graviss Pvt. Ltd.

Senior Sales Executive (Gujarat)

- New Product Launches.
- Brand Building, Market Penetration through Sales techniques and Marketing.
- Developing strategies for Business growth.
- Handling Sales team throughout the region.

#### Key Achievements:

- Periodically achieving the targets.
- Awarded with 'Target Achieving Award'.

## Personal Info

### Address

B/101,Khushal Apartment  
Virat Nagar, Vira r-west.  
Mumbai, Maharashtra, India.

### Phone

+91-9273374178/7507900961

Date of Birth:-03/02/1968

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## Skills

### Motivation



### Sales Planning



### Market Knowledge



### Manage Process



### Building Relationships



### Staffing



## Languages

### English



### Hindi



### Marathi



### Gujarati



#### 2005 to 2008 Goderj Agrovat Ltd . Sales Officer (Gujarat)

- Brand Building, Market Penetration through Sales techniques and Marketing.
- Developing strategies for Business growth.
- Handling Sales team throughout the region.

##### **Key Achievements:**

- Building Complete Gujarat sales Network.
- Helping Company in Sales, Technical and Commercial Fields.

#### 2001- 2005 Parle Agro Pvt. Ltd. Sales Office (Mumbai)

- Brand Building, Market Penetration through Sales techniques and Marketing.
- Developing strategies for Business growth.
- Handling Sales team throughout the region.

##### **Key Achievements:**

- Building Complete Gujarat sales Network.
- Helping Company in Sales, Technical and Commercial Fields.

## Education

1986- 89 Bachelor of Commerce (Gujarat University).

1984- 86 Higher Secondary Education (Gujarat University).

## Specialties

Soft Drinks

Alcohol Beverage

Bakery Product

Frozen Food

Dairy Products

Spices & Grocery

Horace and Modern Trade Retail

## Interests

Reading.

Travelling.

Swimming.

Doing Artistic works.

## Specialized Skills

- Verbal and written communication.
- Client and Partner Relationship Management.
- Business Development.
- Self-sufficient and proactive.
- Client and Partner hospitality.
- Professional Public Speaking and Presentation experience.
- Ability to successfully train others.