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# MANDAR KURKURE

SALES / BUSINESS DEVELOPMENT

## KEY SKILLS

Convincing & Sales Skills



Marathi, Hindi and English



Problem Solving



Microsoft Office



Leadership Skills



## EDUCATION

**BE Mechanical Engineering -  
Passed with First class from  
Pune University**

## CAREER OBJECTIVE

To Obtain a challenging and rewarding Sales / Business Development Position in an organisation where I can utilize my knowledge, skills and experience to contribute to the success of the company.

## PROFESSIONAL EXPERIENCE (4 Years)

### FOUNDER AND HEAD – BUSINESS DEVELOPMENT.

Vidhyam Media Partners Pvt. Ltd. (July 2022 – Present)

- Demonstrated strong leadership as founder and owner of Vidhyam Media Partners, specializing in providing tailored multimedia branding solutions.
- Actively engaged in understanding client needs and providing customized solutions for their products, ensuring optimal satisfaction.
- Collaborated closely with the marketing teams of clients, leveraging market insights to develop effective strategies and campaigns.
- Successfully managed the sales process, cultivating relationships with clients and driving revenue growth.
- Oversaw the design and manufacturing aspects of our products, ensuring high quality and timely delivery.
- Utilized problem-solving skills to address challenges and optimize product performance.
- Led a team of professionals, fostering a collaborative and results-driven work environment.
- Played a key role in the growth and success of the company through effective product management and business development strategies.

## AWARDS AND RECOGNITION

- Started an informative advertisement paper titled MEDIATOR.
- Completed certification courses on LinkedIn in product management, sales, and marketing.
- Cleared the highly competitive GATE (Graduate Aptitude test in engineering) exam during my engineering studies.
- Fastest in west zone to achieve a sales cycle in affiliate marketing company named eBiz Pvt.Ltd
- Started a You tube channel called "Undage".

## SALES MANAGER

Excellence Reafs Pvt. Ltd (October 2020 – June 2022)

Total bookings done: - 26 units, Total Business Done – 15 Cr. Apprx.

- As a real estate sales manager, my primary responsibility is to lead and manage a team of executives to achieve sales targets, drive business growth, and maintain excellent customer relationships in Pune as well as Mumbai.
- Assisted clients in buying selling and renting properties.
- Generate leads through networking, referral's, cold calling and online marketing platforms.
- My strong leadership skills and in-depth knowledge of the real estate market enabled me to foster a high performing team and contribute to the overall success of the company.

## BUSINESS DEVELOPMENT ASSOCIATE

Byjus – The Learning App (December 2019 – June 2020)

(Total target achieved per month: - 9 Lakhs)

- Generating revenue by counselling prospects and converting them to sales.
- Accessing CRM tools Lead squared for handing the customers.
- Converting free app users to paid users using emails, SMS, and direct sales.
- Answer questions about products/services and delivering to the need of the customer.
- To be a single point of interface for all customers till conversion.
- Coordinate with respective team for the product services and delivering to the final product to the customer.

## STRENGTHS

- Ability to rapidly build relationship and set up trust.
- Confident and determined.
- Ability to cope up with different situations.

## DECLARATION

I hereby declare that above information is correct to the best of my knowledge.

Date: -

KURKURE MANDAR