


LAV KUMAR PANCHAL
COMPANY MANAGER

CONTACT

 +91 8875681445

 lavpanchal80@gmail.com

 Sagwara,Rajasthan

SKILLS

- Project management
- Communication and Negotiations skills
- Leadership and team management
- Sales management
- Customer relationship management
- Marketing management
- Market research

EDUCATION

Master of Commerce in Business Administration
Mohanlal Sukhadia University , Udaipur

2020
with 51.4%

Bachelor of Commerce in Business Administration
Mohanlal Sukhadia University , Udaipur

2018
with 58.9%

12th Board

Rajasthan board of secondary education

2015
with 53.4%

10th Board

Rajasthan board of secondary education

2012
with 60.0%

LANGUAGES

Hindi

English

Gujarati

WORK EXPERIENCE

Sales And Marketing Manager

Sai Enterprises

- Managed end to end sales and marketing operations to optimized
- Revenue and customer acquisition Led the sales and marketing team to drive business growth and increase market share.
- Managed key client relationships and negotiated contracts to achieve revenue targets.
- Conducted market research to identify emerging trends and business opportunities.
- Trained and mentored sales professionals to enhance team performance.
- Established partnerships with key stakeholders and vendors to drive business growth.

RESPONSIBILITIES

Operations Management

1. Oversaw day-to-day operations to ensure efficiency and productivity.
2. Managed budgets, forecasts, and financial performance.

Leadership and Team Management

1. Led cross-functional teams to achieve business objectives.
2. Developed and mentored team members to enhance skills & performance

Strategic Planning

1. Developed and executed business strategies to drive growth & expansion.
2. Conducted market research & competitor analysis to inform strategic decisions.

Customer Relations and Sales

1. Built and maintained strong relationships with key customers & stakeholders.
2. Identified new business opportunities and developed strategies to pursue them.

STRENGTHS

Business Acumen

1. Financial Management: Proven ability to manage budgets, forecasts, and financial performance.
2. Market Insight: Strong understanding of market trends, competitor analysis, and customer needs.

Problem-Solving and Adaptability

1. **Analytical Thinker:** Proven ability to analyze complex data, identify trends, and develop insights.
2. **Adaptable:** Ability to adapt to changing business environments, priorities, and deadlines.
3. **Problem-Solver:** Proven ability to identify and resolve complex business problems.

Personal Qualities

1. Results-Driven: Proven track record of achieving business objectives and delivering results.

I Hereby declare that the above mentioned information is correct upto my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.

Sincerely
Lay Kumar Panchal