

# **Deepak Diwakar Jayade**

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## **SUMMARY**

Responsible for managing a portfolio of Key Accounts, Global Accounts along with new business opportunities to deliver client-focused solutions based on customer needs. Also, responsible for maintaining a strong sales pipeline through effective relationship building and promotion of brand. Posing the skill set like Key Account Management, Client Servicing, Hunting & Farming for sales & revenue generation.

## **WORK EXPERIENCE**

### **MINOSHA INDIA LIMITED**

**(FORMERLY KNOWN AS RICOH INDIA)** -: June 2024- April 2025

#### **Senior Territory Manager**

- Handling product segment of MFP, Laser printer along with MDS/ MPS solution like Papercut, Kofax, MyQ.
- Majorly taking care of assigned Key Accounts, Local Major Accounts & Global Clients.
- develop and engage with high Potential customers and maintain direct relationship, explore cross-selling opportunities in the assigned accounts.
- Sourcing new business opportunities through hunting for new accounts.
- To meet the annual/quarterly/monthly targets for devices and revenue
- Qualify prospect by meeting customers daily to unearth the requirement and to position the right product and solutions & maintain a Healthy funnel in terms of Quality and Quantity.
- ensure effective Products Demo.
- follow the proper process for order execution and to meet customer expectations on deliveries.
- Ensure machine installation and payment collection, by coordinating with service, logistics, sales admin etc.
- Cross functional synergy for delivering better results and healthy working environment.
- To ensure consistent CRM updates. Maintenance and Timely Reporting of relevant sales data.
- Timely Feedback on competition activity in the defined Accounts. To deliver result as per company's Objective and not compromising policies

## **AIRTEL BUSINESS (BHARTI AIRTEL LTD)-: Oct 2022- May 2024**

### **Account Manager**

- Part of Bharti Airtel Group B2B segment Identifying prospective clients from various sectors thereby achieving business targets.
- Handling the existing and major clients ensuring recurring business by constantly being in touch.
- Initiating new hunting opportunities & developing relationships with key decision makers for business development.
- Offering services like Internet Lease Lines, Corporate Sim services, M2M IOT sim services, Firewall.
- Customer management through continued feedback and interactions.
- Interact with customers and partners to identify opportunities and develop long-term relationships.
- Responsible for the total Sales cycle from lead generation to Order Closure.

## **ARTLEY CATERING SERVICES -: Aug 2019 - Aug 2022**

### **Client Servicing & Operations Manager**

- Maintaining relationship with target customers, customer service, sales and support.
- Engaging with Existing clients on monthly basis for smooth business operations.
- Providing appropriate catering plans for customers, health clubs and corporates.
- Grow and manage sales pipeline to provide ongoing phone/email assistance, and/or reminders to potential customers.
- Supervising client requirements and fulfilment through delivery and contributed to team effort by accomplishing assigned work as requested and on schedule.
- Interacting with customers and maintaining cordial relationships with them.
- Handling communication and documentation within office.

## **INDIAN MAGIC EYE PVT LTD- : Feb 2019- June 2019**

### **Content & Business Development**

- Worked in association with Television & Events departments.
- Story & Concept development for Television & OTT platforms to source new business.
- Pitching concepts to different OTT platforms & Co-ordinate with the writers for development of story/ screenplay on given concept
- Also involved in execution of televised events.

## **SYNERGY RELATIONSHIP MANAGEMENT SERVICES -:**

**July 2016- June 2017**

### **International Business Development Manager**

- Selling Corporate Events-Conferences & Master class.
- Handling Indian Subcontinent, Middle East & Southeast Asian clients.
- Key Account Management through existing and new clients (as per project requirement)
- Pitching for In- House training, industry specific business meets.

## **SHAREKHAN LTD -: June 2015- Dec 2015**

### **Sales Executive**

- Responsible for Generating Marketing and Sales activities.
- Interacting with clients regarding business generation B2B & B2C.
- Selling D- Mat & Trading accounts along with mutual funds.

## **ASSISTANT DIRECTOR FOR TELEVISION SERIALS -:**

**“Julun Yeti Reshimgathi” - Zee Marathi (February 2012 - June 2014)**

**“Runji”- Star Pravah (July 2014 - October 2014)**

- Assisted Chief Director, Co-ordinate with artist and technical staff for completion of given schedule within time frame
- On set activity such as scheduling, conducting rehearsals with artists, on set dubbing
- Handling continuity, maintaining TCR, promotion campaign

## EDUCATION DETAILS

Certification	SSC	HSC	Graduation (B.com)
Institution	Anuyog Vidyalay, Mumbai	Chetana College, Mumbai	Mumbai University
Year	2005-2006	2007- 2008	2015

## PERSONAL INFORMATION

Date of Birth : 21<sup>st</sup> October 1989

Languages : English, Hindi and Marathi

Nationality : Indian

Religion : Hindu

Marital Status : Single

Hobbies : Travelling, Eating & Photography

**Deepak Diwakar Jayade**