

JENISHA PATOLIYA

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CAREER OBJECTIVE:

To pursue a career in a management-related field where I can continuously develop new skills and effectively apply my knowledge of operations management, sales and marketing, and strategic implementation to contribute to organizational growth and development

CORE COMPETENCIES

- Customer Services and Customer Relationship
- Operational and Administration work And Staffing

WORK EXPERIENCES

M/S. Daksh Foods Private Limited

Marketing Manager – December 2024 to till Date

- Develop and execute marketing strategies aligned with organizational goals.
- Conduct market research to understand customer needs, industry trends, and competitor activities.
- Plan, implement, and manage marketing campaigns across digital, print, and traditional media.
- Oversee branding, advertising, and promotional initiatives to strengthen brand presence.
- Prepare and manage marketing budgets to ensure optimal use of resources.
- Oversee recruitment and training of new employees.
- Collaborate with sales teams to drive lead generation and increase revenue.
- Gather and analyze customer feedback to improve engagement and satisfaction.
- Visit trade expos and exhibitions to explore new market trends, products, and technologies

M/S. JUBILANT PIPING SOLUTIONS PVT LTD. (Group of Ratnamani Metals & tubes Ltd.)

Sr. Officer – Sales & Marketing – Feb 2024 to November 2024

- **Sales and Marketing:** Day to day Work like Inquiry, Quotation, Price Negotiation, Finalized the order, order process, Dispatch Procedure, after Sales Services and handing Marketing team, participating in auction, Responsible to Participate in Tender and Track it, Visiting Client office for business Growth, performing Vender Registration Process Successfully, Preparing ISO Related Documents and Audit it, preparing for the Exhibition Related all the activities.

- **Operational:** Day to day Activity of the Office and warehouse, coordinate with Purchase for Raw Material purchase for the Current Order of the Client, and Co-ordinate with Account Department for Payment of Clients. Co-ordinate with QA Department for Technical Specification of Specific Orders of Client.

**AB ENTERPRISE (Authorized Partner of IIFL Securities)- Ahmedabad, Gujarat, India
Financial Advisor – May 2017 to Jan 2024**

- Terminal Handling, Buy and Sale Stock Behalf of Customer
- Implementation of Investment Strategy.
- Training, Motivating & Developing the Team on Concepts of Share Markets and investment Product.
- Business Through Direct Contact Also and Having A Good Contacts in Market.
- To Do All Kind Of Activity Like Managerial, Motivational, Training, Professional Etc.

EDUCATION QUALIFICATION

- **Master in Business Administration (MBA)**
Gujarat Technological University – Ahmedabad, Gujarat
MBA in Finance 8.4 CGPA
- **Bachelor in Business Administration (BBA)**
Saurashtra University – Rajkot, Gujarat
BBA in Finance 7.4 CGPA

SKILLS AND PROFICIENCY

- Team Work_Leadership
- Flexibility and Adaptability
- Project Management
- Self-Motivation
- Problem Solving and Handling Situation

TECHNICAL SKILLS

- **MS Office Suite** (Word-Processing Program; Excel, A Financial Spreadsheet Program; Power point, A Program for Creating Presentations; Outlook, A Program for Email and Scheduling)
- **ERP**

PROJECT DETAILS

- **Global Country Study Report on “Agriculture Industry of China”** W. R. T. Business Opportunities for Gujarat.
- **Comprehensive Project on Forex Market: To Study Impact of Currency Market in Indian Economy.**
- **Summer Internship Program on “Analysis of FMCG Sectors to Determinants of Capital Structure”.**
- **General Banking System Report on Amreli Jilla Madhyasth Sahakari Bank Ltd.** Amreli, Gujarat, India.
- **Product Project Report on Gram Flour (Work As An Entrepreneur)**
- **Industrial Training Report on Hilton Engine Valve Pvt. Ltd.** Rajkot.
- **General Project Report on Millennium Pvt. Ltd.** Morbi, Gujarat, India

PERSONAL DETAIL

Date of Birth : 3 January 1995
Languages Known : English, Hindi, and Gujarati
Marital Status : Married

I hereby declare that all the above-mentioned details are true to best of my knowledge and Belief.

JENISHA PATOLIYA