

Avinash Uttamrao Hundiware

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WORK EXPERIENCE

Organization: Red FM 93.5, Nashik

Role: Sr. Sales Manager

Duration: Aug 2022 to Sept 2023

Key responsibilities:

- Advertisement Selling for 93.5 Red FM.
- Making customised Marketing plan for clients.
- Organising and executing different events and raising sponsorships.

Organization: Dainik Bhaskar Corp. Ltd. (Divya Marathi), Nashik

Role: Sr. Management Associate

Duration: March 2021 to August 2022

May 2018 to Dec 2019

Key responsibilities:

- Advertisement Space Selling for Divya Marathi Newspaper.
- Ideation & Brand Solution / activation for clients
- Competition Tracking
- Building and maintaining contacts with the clients & Ad agencies.

Organization: DC Studio, Nashik

Role: Regional Manager, North MH

Duration: Jan 2020 to Feb 2021

Key responsibilities:

- Managing operations of the outlet.
- Building relations with clients and cross sell the company's services.
- Business development in Nashik City and in North MH.
- Competition Tracking.

Organization: Lokmat Media Pvt. Ltd. Aurangabad.

Role: Marketing Executive

Duration: April 2015 to April 2018

Key responsibilities:

- Advertisement Space Selling for Lokmat Newspaper.
- Group Exhibitions Planning & Selling – Educational, Real Estate, Health, Jewells Exhibition, Ganesha painting Exhibition, Auto Expo, Maha Expo.
- Experience of selling sponsorships for various activities like Marathon, , Garba Festival.
- Ensure all marketing, advertising, communication and other materials strictly adhere to brand/creative guidelines.
- Involve in cost effective barter tie-ups of effective display of Lokmat as a brand.
- Tie-ups with different activities happening in the cities for maximum visibility of brand
- Has rich experience of new client acquisition, client servicing and agency management.
- Inventing and Work on special project- Health Calendar, Coffee Table Book, Human Health Special.

Organization: Media House, Aurangabad.

Role: Marketing Executive

Duration: Aug 2013 Mar 2015.

Key responsibilities:

- Event Planning with concept & execution.
- Corporate Sales Activations for various Brands
- Branding project handling- Hording, Print media, Radio and Digital Marketing.
- Delivering an events program, to ensure that brand presence is maximize and strategic objectives are met.
- Vendor management

Organization: ICICI Bank Ltd. Mumbai

Role: Assistant Manager

Duration: Sep 2012 July 2013.

Key responsibilities:

- Gained experience in sales and service.
- Worked as a Relationship Manager. Handled a given set of High Net worth Customers.
- Cross selling experience of Retail Banking Products.

KEY SKILLS

Professional Skills

- Consultative sales approach to develop long-term customer relationships.
- Ability to build strong business relationships at the highest level.
- Identifying, qualifying and selling to new prospects.
- Knowledge of budgeting and vendor management.
- Brand Marketing, Events & Media planning skills
- strong Presentation skill
- Analytical Skill- Able to use of data and information to uncover customer and market insight.
- Customer focus- Create solution for customer and selling them tailored solutions
- Proactive in identifying issues and scope for better performance and employing solutions for same.
- Ability to build strong business relationship.

Personal Skills

- Ability to adapt new changes for fast upgrade.
- Possessing initiative, drive and ambition needed to success.
- Good communication and interpersonal Skill
- Creativity, Quick Lerner, self-motivated and positive mind.
- Good level of commitment and integrity.
- Confident, enthusiastic with a desire to take on additional responsibility.

EDUCATIONAL QUALIFICATIONS

Course	Institute	University	Year	% / CGPA
MBA Marketing	Sinhgad, Pune	Pune University	2012	8.41
B.E.(Electronics)	PES college of Engineering, Aurangabad	Dr. Babasaheb Ambedkar	2009	65.66%
H.S.C	Deogiri College Aurangabad	Dr. Babasaheb Ambedkar	2005	62.83%
S.S.C	A.K. Waghmare highschool Aurangabad	State Board	2003	75.20%

PERSONAL PROFILE

- Date of Birth: 25th May 1988
- Marital Status: Married
- Languages Known: English, Marathi, and Hindi.
- Hobbies / Interests: Warli painting, Singing, Event Management.
- Permanent Address : Plot no.25, New Gajanan Colony, Garkheda Area, Aurangabad.

DECLARATION

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

Yours Faithfully,

(Avinash Uttamrao Hundiwale)