

CURRICULUM VITAE

MANISH TYAGI

C-4/217 J Block, West Sagarpur, New Delhi – 110046

☎ +91-7503715666 | ✉ manish280988@gmail.com

CAREER OBJECTIVE

To secure a challenging and growth-oriented position where I can effectively utilize and enhance my skills, contributing to the organization's success and continuous improvement.

ACADEMIC QUALIFICATIONS

- **2005** – 10th (C.B.S.E.), The Lawrence Public School, New Delhi
 - **2007** – 12th (C.B.S.E.), The Lawrence Public School, New Delhi
-

PROFESSIONAL QUALIFICATIONS

- **2010** – B.B.A. from G.G.S.I.P.U., New Delhi
 - **2010–2012** – P.G.P.B.M. from NIILM School of Business, New Delhi
Specialization: Marketing
-

INTERNSHIPS

Punjab National Bank, Nazafgarh, New Delhi

Role: Marketing Trainee

Duration: 23 June 2009 – 31 July 2009

Key Responsibilities:

- Studied the marketing strategies of PNB
- Understood the concept of credit appraisal
- Analyzed requirements for various loan types

Rastogi Homes Serve Pvt. Ltd.

Role: Marketing Trainee

Duration: 1 August 2011 – 15 June 2011 (*Please verify this date; it appears inconsistent*)

Key Responsibilities:

- Studied various real estate products
 - Understood the company's marketing strategies
 - Identified different customer segments
-

PROFESSIONAL EXPERIENCE

The Designo International, Noida, U.P.

Designation: General Manager (Sales)

Duration: August 2018 – Present

Key Responsibilities:

- Led and trained a team of sales professionals
- Managed sales accounts and analyzed business trends
- Developed new distribution territories
- Worked as Project Manager for major projects including:
 - Kartarpur Corridor, Punjab
 - DLF, New Delhi
 - M3M, Elan, and Central Park, Gurugram
 - ITPO (Shapoorji & Pallonji)
 - Gulshan Builders, among others
- Oversaw all sales department aspects including account management, business analytics, and channel development

Madan Mohan & Company, New Delhi

Designation: Sales Manager

Duration: July 2012 – July 2018

Key Responsibilities:

- Prepared sales plans and negotiated agreements with manufacturers
 - Built strong client relationships and trust
 - Set team objectives aligned with company goals
-

ACHIEVEMENTS

- Progressed from Sr. Sales Executive → Assistant Sales Manager → Sales Manager at Madan Mohan & Co.
 - Promoted from Sales Manager → Sr. Sales Manager → General Manager (Sales) at The Designo International
-

CORE COMPETENCIES

Managerial Skills

- Team building and performance management

- Staff mentoring and relationship management
- Effective multitasking and prioritization

Sales Skills

- Expertise in B2B & B2C sales
 - Strong networking and client relationship building
 - Product knowledge, cold calling, project and channel management
-

EXTRACURRICULAR ACTIVITIES

- Participated in blood donation camp at NSB Campus (Sep 2010)
 - Won 2nd and 3rd place in folk dance competitions (2001 & 2003, Delhi School Sports Board)
 - Attended “TIE Entrepreneurial Summit’10” at Siri Fort Auditorium
-

PERSONAL DETAILS

Date of Birth: 28 September 1988

Father’s Name: Mr. Mahesh Tyagi

Mother’s Name: Ms. Rajni Tyagi

Marital Status: Married

Permanent Address: C-4/217 J Block, West Sagarpur, New Delhi – 110046

Contact Number: +91-7503715666

Date:

Place:

(Manish Tyagi)