MITUL MEHTA

Mumbai, Maharashtra
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Results-driven sales professional with 9 years of experience in business development, sales management, and team leadership. Skilled in lead generation, distributor sales, CRM optimization, and cross-selling, driving revenue growth and enhancing conversion rates. Adept at training and motivating teams, aligning sales strategies with organizational goals, and collaborating with marketing and database teams to refine customer acquisition processes.

Willing to relocate to: Unknown, Maharashtra

Work Experience

Area Sales Team Manager

Blackbuck (Zinka Logistics Solutions Pvt. Ltd.)-Mumbai, Maharashtra

Full-time

July 2025 to December 2025 • Full-time

Led and mentored a team of 8–10 Key Account Managers, driving sales performance across Mumbai territory. Expanded B2B client base through strategic hunting and farming initiatives, boosting GPS device sales and strengthening dealer network by 20%. Built and sustained strong distributor relationships, generating repeat business and fostering long-term partnerships.

Deputy Sales Manager

Arya Omnitalk Wireless Solutions Pvt. Ltd.-Mumbai, Maharashtra

Full-time

March 2023 to June 2025 • Full-time

Managed end-to-end sales cycle, achieving revenue of ₹10 million. Developed and optimized lead management techniques, increasing conversion rates by 15%. Implemented CRM tracking strategies, improving reporting accuracy and lead nurturing.

Senior Sales Manager

Altus Corp-Mumbai

Full-time

November 2021 to February 2023 • Full-time

Led a sales team that increased annual revenue by 20% through structured pipeline management. Enhanced reporting processes, improving lead management efficiency and customer retention. Boosted cross-selling efforts, increasing existing customer revenue by 5%.

Territory Sales Manager

Esense Learning Pvt. Ltd. (Navneet Publications)-Mumbai

Full-time

November 2019 to October 2021 • Full-time

Spearheaded regional sales initiatives, expanding customer base by 10%. Optimized lead-to-conversion ratios, improving revenue streams and reducing acquisition costs. Monitored and trained sales representatives, increasing team efficiency and meeting organizational targets.

Assistant Manager – Business Development

Brightsandz Cleantech Pvt. Ltd.-Mumbai

Full-time
March 2018 to November 2019 • Full-time

Improved customer acquisition efficiency by 15% through optimized lead generation and conversion processes. Trained and motivated team members, enhancing overall sales output by 25%. Provided strategic feedback to marketing and database teams, refining lead processes and maximizing ROI.

Business Development Manager

Solace Care Radiation Shielding Solutions-Mumbai
Full-time
November 2015 to March 2018 • Full-time

Achieved 20% revenue growth by optimizing lead conversion and customer relationships. Implemented cross-selling strategies, increasing customer retention and revenue. Developed referral programs, boosting new customer acquisitions by 10%.

Education

Electronics & Communication (B.Tech)

B.Tech in Electronics & Communication
January 2012 to January 2015

Electronics & Communication (Diploma)

Diploma in Electronics & Communication
January 2008 to January 2011

Bachelor's degree

Skills / IT Skills

- CRM software
- Sales strategies alignment
- Customer service
- Product demos
- B2B
- Cross selling
- Microsoft Office
- Sales
- Research
- Leadership
- Lead generation
- Distributor sales
- B2B sales
- CRM optimization

Languages

- Hindi
- Gujarati
- Marathi
- English