



MOHAN MANE

"Transforming Sales Operations with Data-Driven Strategies and Market Penetration Mastery"

Location: Pune, Maharashtra, India

Phone: +91 9765721333 | +91 7776049007

Email: mohan.mane3007@gmail.com

LinkedIn: <https://www.linkedin.com/in/mohan-mane/>

Nationality: Indian | Date of Birth: 27.10.1980 | Passport Number: T6253228

PROFILE SUMMARY	
	Accomplished Sales Management Professional with 22+ years of expertise in Sales Operations, Business Development, and Project Management across automation, engineering, and technology sectors, driving international market expansion and consistently surpassing sales and profitability targets. Expertise in Strategic Sales Planning, Go-to-Market (GTM) Strategy, Revenue Growth, Performance Management, Pipeline Management, and Target Achievement, consistently driving international market expansion and profitability. Skilled in CRM (Salesforce), Sales Forecasting, Data Analytics, and Sales Automation, leveraging data-driven insights, KPI tracking, and conversion optimization to enhance sales cycle efficiency and forecast accuracy. Strong background in Key Account Management, Client Relationship Management (CRM), Stakeholder Engagement, and Customer Retention, delivering long-term client value and repeat business growth. Experienced in Territory Management, Market Penetration, Competitive Intelligence, and B2B Sales Strategy within Automation, Automotive, and Industrial Equipment sectors.
WORK EXPERIENCE	
2015 – Present	Assistant Sales Manager – Ifm Electronic India, India Industry: Sensors & Automation Products - Led a team of 12+ in India & Sri Lanka, driving sales expansion and cultivating long-term customer relationships, resulting in a 90% client retention rate. - Implemented Salesforce CRM, streamlining sales forecasting, pipeline management, and performance analytics, improving team productivity by 30%. - Collaborated with cross-functional teams to integrate customer feedback into product development, enhancing customer satisfaction and sales conversion rates. - Executed territory sales strategies, driving growth and market penetration in the Sri Lanka region. - Achieved Sales of ₹120M+ in 2025, exceeding targets by 25% in a competitive market.
2012 – 2015	Assistant Project & Maintenance Manager – Cooper Corporation, India Industry: Automotive, Engine Shop - Managed the maintenance of critical equipment, reducing downtime by 40% through timely interventions and process optimizations. - Led the planning and execution of maintenance schedules, ensuring 100% compliance with safety standards and operational efficiency. - Introduced preventive maintenance strategies that improved project delivery timelines and reduced operational costs by 15%. - Played a key role in system automation within the plant, enhancing production efficiency and reducing manual errors.
2009 – 2012	Senior Project & Maintenance Engineer – Empower Gensets Pvt. Ltd., India Industry: Gensets & Acoustics - Led preventive maintenance operations across Genset units, increasing productivity by 30% and significantly reducing operational bottlenecks. - Planned and executed project plans, enhancing project efficiency and profitability by coordinating with cross-functional teams. - Developed and controlled full project-cycle management, ensuring accurate and timely project completion. - Managing critical spare parts and implementing effective inventory management systems.
2005 – 2009	Maintenance Engineer – Finolex Cables Ltd., India Industry: Co-axial Cables - Managed maintenance schedules for manufacturing equipment, reducing breakdowns by 20% and increasing the lifespan of machinery. - Implemented systematic troubleshooting techniques that minimized production downtime, leading to improved operational efficiency. - Conducted routine inspections and reported all technical issues, ensuring safety and performance standards were met.

2003 – 2005	System Engineer – Shivam Microsystems, India Industry: Automation
	• Oversaw system installation and maintenance of automation equipment, ensuring project timelines and quality standards were met. • Provided technical support and troubleshooting assistance, ensuring smooth operation of automated systems.
KEY ACCOMPLISHMENTS	
	• Awarded Best Performing Team (2025) and Sales Leader of the Year (2024) for consistently exceeding targets and achieving high operational efficiency – Ifm Electronic India. • Kaizen Award – Awarded at Cooper Corporation for outstanding project and maintenance improvements.
PROFESSIONAL AFFILIATIONS	
	• Member – Indian Sales Professionals Association • Member – International Association of Business Development
EDUCATION	
2000 – 2003	Bachelor of Engineering (B.E.) in Electronics – Dr. B.A.M.U., India
1996 – 1999	Diploma in Electronics & Communication – I.C.R.E, India
CERTIFICATIONS	
	• Strategic Selling by Miller-Heiman 2020 • Advanced Sales Techniques 2018 • P&L Management & Strategic Planning 2017
SKILLSET	
Functional Skills	Sales Strategy & Planning, Sales Forecasting, Pipeline Analytics, Sales Target Achievement, Sales Strategy, New Product Launch, Customer & Account Retention, Key Account Management, High-Value Deal Negotiation, Strategic Account Acquisition, Sales Process Optimization, Sales Methodologies (SPIN & Solution Selling), Sales Enablement, Complex Sales Cycles, Sales Automation, Sales Development, Customer Relationship Management (CRM), Value Proposition Development, Customer Feedback Loop, Market Penetration, Revenue Generation
Technical Skills	CRM Strategy (Salesforce, SQL), Sales Automation, Revenue Forecasting & Reporting Tools, Data Analytics for Sales, Sales Tools Management, Salesforce Configuration & Customization, Data Interpretation, Forecasting & Reporting Systems, Project Management Tools (Asana, Trello, Monday.com), Sales Reporting & Performance Tracking Systems, Sales Process Management Tools.
Soft Skills	Leadership, Coaching & Mentoring, Negotiation, Conflict Resolution, Stakeholder Management, Problem-Solving, Adaptability & Resilience, Client Relationship Building
Transferable Skills	Business Development & Market Expansion, Team Management & Performance Monitoring, International Business Development, Financial Acumen & Budget Management, Forecasting & Analytical Decision Making.
Organizational Skills	Time Management, Workforce Planning, Performance Management, Operational Efficiency, Sales Forecasting & Budget Control, Project Planning & Coordination, Cross-Functional Collaboration, Resource Allocation, Market & Competitive Analysis, Training & Development Programs, Workflow & Team Coordination