

UMANG CHAUHAN

ASSISTANT MANAGER

CONTACT

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SKILLS

- Strong analytical skills for data-driven decision-making.
- Strategic marketing and sales planning.
- Team leadership and project management.
- Marketing Plan Development.
- Excellent negotiation and communication skills.
- Performance tracking and MIS reporting

LANGUAGES

- English
- Hindi
- Gujarati



PROFILE

Results-driven Business Development and Marketing professional with over two years of experience in managing and optimizing customer relationships in the energy sector. Proven track record of increasing sales by 10% across domestic, commercial, and industrial sectors. Skilled in stakeholder management, data analysis, and market research, with strong analytical and negotiation skills, and a robust ability to manage cross-functional teams to achieve organizational objectives.



WORK EXPERIENCE

IRM Energy Limited 2023 - PRESENT
Assistant Manager - C&M

- Oversaw a portfolio of more than 40,000 domestic customers and managed end-to-end services for over 300 commercial customers & 15 industries.
- Developed and implemented comprehensive marketing plans and budgets for the PNG's domestic, commercial, and industrial segments, successfully aligning marketing activities with corporate objectives.
- Demonstrated strong analytical capabilities through the preparation and presentation of detailed Management Information System (MIS) reports to track performance, identify areas for improvement, and drive operational excellence.
- Achieved a substantial increase in PNG domestic customers by 6,250, commercial customers by 64 and Industry Customer by 2, showcasing a proven ability to drive significant growth within the market segment.
- Spearheaded a CSR activity involving the establishment of a gas-based furnace in a cremation ground, overseeing all logistics from procurement, price negotiations, and furnace installation to site and installing IP line and Skid Identification.

Indian Gas Exchange 2022(June) - 2022 (July)
Management Trainee

- Conducted a thorough market analysis to identify the need for gas exchange in India, highlighting potential growth areas and investment opportunities.



EDUCATION

Master of Business Administration 2021 - 2023
Oil & Gas | School of business | UPES

Bachelor of Business Administration 2017 - 2020
School of business | JECRC