Dr. Mayank Sangal



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Current Job Profile

- Presently associated with **Silver Bells Institute for Higher Education, Shamli(UP)**
  - **Designation**: Head of the Department(HOD)
  - **Department**: BBA and B.Com
  - **Job Profile:** **Lecturer of Disciplines**
    1. Business and Company Law
    2. Business Communication & Environment
    3. Industrial Law
    4. International Business and Marketing Mgmt
  - **Other Activities** :Career Counseling, Managing Seminar, Presentations, Workshops, Events
  - **Date Joined** :November 2009- Till Date

Personal Particulars

Age	: 42 years	Date of Birth	: 04-Dec-1982
Nationality	: Indian	Gender	: Male
Marital Status	: Married	Work Exp.	: 17 years

Educational Background

- **LLB** Deen Dayal College of Law, Muzaffarnagar (2016)
- **P.hd:** In (Management), from Singhania University, Jhunjhunu Rajasthan.
  Topic-"Growth and Prospects of Organized Retailing Sector and Customers Attitude towards Shopping Malls -A case study of Meerut, Ghaziabad and Noida Districts" (2014)
- **M.Com :** C.C. S. University, Meerut (2013)
- **MBA**: Competitive Intelligence & Corporate Warfare, Marketing & Sales, from AMITY University (2005-2007)
- **PGDEM**: Export Management, from IMT, Ghaziabad in (2007)
- **Computer Hardware & Networking Diploma** Jetking, Delhi in (2000 – 2001)
- **BBA** IMR College, Ghaziabad, C.C.S University, Meerut (2002- 2005)
- **Intermediate** UP Board (2001 – 2002)
- **High School** UP Board (1997 – 1998)

Achievements'-

- Passed **"ALL INDIA BAR EXAMINATION (AIBE)** Paper in **2018 COP/2017/221719**
- Enrolled as an Advocate in the **Bar Council of Uttar Pradesh in 2017**
- Life Time Membership, as an Advocate, in **ZILA BAR ASSOCIATION, SHAMLI, COP-224399**

Employment History

1. **Institution Name : Graduate School of Business & Administration, Greater Noida (NCR)**
It is approved by AICTE, Govt of India & recognized as equivalent to MBA Degree to a recognized University by AIU

Position : Assistant Professor

Date Joined : July 09- Oct 09

2. **Company Name : Jagran Social Welfare Society (JSWS), Bhopal**
Company profile : It is promoted by Dainik Jagran Group, Madhya Pradesh. This organization Is successfully running two reputed schools in M.P named DPS Bhopal & DPS Indore. It has more than 5000 employees. It has four Institutes named DPS Bhopal, DPS Indore, Leeds Met India Bhopal & Jagran Institute of Communication & Management (JICM)

Position : Zonal Marketing Manager, (North India) (JSWS Enterprises)

Date Joined : May 08- June 09

Job Responsibilities

- Organizing press conference in Zone.
- Monitoring work progress in the area.
- Managing admission process of students in college.
- Taking interview of students for admission in the college.
- Establishing relationship with top MBA coaching institute in North India.
- Doing various promotional activity for the Institutes in zone
- Organizing seminars in Top Colleges & Schools in all over India.
- Making strategy for branding the institutes.
- Hiring students from colleges for short term intern-ship.
- Briefing the press and analysts, press releases and going on press campaigns.
- Participating in Education Fairs across India.

3. **Company Name : TOYOTA (Authorized dealership of Toyota), Delhi (NCR)**

Position : Team Leader (Brand Promotion/ Sales)

Date Joined : Feb 07- Apr 08

Job Responsibilities:

- Supervising customer service operations for rendering and achieving quality services; providing first line customer support by answering queries & resolving their issues.
- Maintaining cordial relations with customers to sustain the profitability of the business.
- Monitoring all enquiries Tele, Walk-ins and corporate customers.
- Giving Finance deals & Test drives and maintaining Vehicle delivery schedule.
- Participating in sales promotions.
- Executing event Management & Trainings of product.
- Performing and arranging successful product demonstrations for customers.
- Market research and developing the core positioning and messaging for the product.

Accomplishments

- Received **Star Performer Award** for subsequently 3 quarters in the organization.
- New Corporate market developed.
- U Trust dealer partners developed
- All Facilities under one roof enhance the client servicing.
- 68 % key clients developed.
- Sales Skills Contest & major promotional activities conducted.
- Managed a team of Members.

Curriculum Activities

- Attending seminar and presented a paper on "Impact of Recession on Unemployment" in Meerut College Meerut (March 2012)
- Attending National seminar and presented a paper on "Threats on Internal Security of India" in Defence Studies Meerut College Meerut (Nov 2012)

Career Ambitions-

Be part of a reputed Organization to contribute by value addition in terms of creative work, team building and healthy work culture that becomes the very basis of Organizational success.

Father's Name : Dr Mukut Mohan Sangal

Mothers Name : Mrs. Anita Sangal

Language Known : English, Hindi & Elementary French

Passport No. : P4465803 valid upto 22/01/2027

Hobbies : Listening music, reading, driving & traveling

Permanent address : Shanti Clinic, Sugar Mill Road, Shamli, (UP) Pin- 247776

Phone No : 09358252007

Miscellaneous

Strength

- Adapting to set of new circumstances in a short span.
- Result oriented and productivity driven.
- Motivate teams to deliver the impossible.
- Aggressive and highly optimistic.
- Artistic bent of mind.

[Mayank Sangal]