

# RONI HOUSEHOLDS LIMITED

(Formerly Known as Roni Households Private Limited)

Telephone No.: +91 77965 42369

Email: [info@ronihouseholds.com](mailto:info@ronihouseholds.com)

Website: [www.ronihouseholds.com](http://www.ronihouseholds.com)

CIN: L25207MH2017PLC300575

GSTIN: 27AAICR5657B1ZA



Date: May 05, 2023

To,  
**BSE Limited,**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai-400001.

Dear Sir,

**Sub: Outcome of Board meeting held on Friday, on May 05, 2023, in terms of second proviso to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

**Ref: Roni Households Ltd (Security Id/Code: RONI/542145)**

With reference to captioned subject, we hereby inform you that the Board of Directors of the Company, in their Board Meeting held on today i.e. on Friday, May 05, 2023, at the Registered Office of the Company situated at Plot No. F-55, ADDL MIDC Area Ajanta Road, Jalgaon-425003, Maharashtra which was commenced at 11:00 A.M. and concluded at 11:30 A.M., have

1. On the recommendation of Nomination & Remuneration Committee, Considered and appointed Mr. Manish Gurumukhdas Karera (PAN: BFSPK3663P) as an Additional Director (Independent) of the company w.e.f. May 05, 2023 or the date of obtaining valid Director Identification Number (DIN) from Ministry of Corporate Affairs whichever is later, to hold office till the conclusion of the ensuing Annual General Meeting and subject to the approval of the members in the ensuing General Meeting, for appointment as an Independent Director to hold office for a term upto 5 consecutive years.
2. Considered and approved other business matters as per agenda circulated.

Details as required under Regulation 30 of the Listing Regulations read with SEBI Circular No. CIR/ CFO/ CMD/ 4/ 2015 are attached herewith as Annexure I.

You are requested to kindly note the same.

**For, Roni Households Limited**

**Harish Manohar Sirwani**  
**Managing Director**  
**DIN: 07844075**

**Place: Jalgaon**  
**Encl: A/a.**

# RONI HOUSEHOLDS LIMITED

(Formerly Known as Roni Households Private Limited)

Telephone No.: +91 77965 42369

Email: [info@ronihouseholds.com](mailto:info@ronihouseholds.com)

Website: [www.ronihouseholds.com](http://www.ronihouseholds.com)

CIN: L25207MH2017PLC300575

GSTIN: 27AAICR5657B1ZA



## Annexure I

Details as required under Regulation 30 of the Listing Regulations read with SEBI Circular No. CIR/ CFO/ CMD/ 4/ 2015

### Appointment of Independent Director:

SR. No.	Particulars	Details
1	Reason for change viz. appointment, resignation, removal, death or otherwise	Appointment
2	Date of appointment & term of appointment	Appointment of Mr. Manish Gurumukhdas Karera as Additional Director (Independent) of the company w.e.f. May 05, 2023 or the date of obtaining valid Director Identification Number (DIN) from Ministry of Corporate Affairs whichever is later till the conclusion of the ensuing Annual General Meeting and subject to the approval of the members in the ensuing General Meeting, for appointment as an Independent Director to hold office for a term upto 5 consecutive years.
3	Brief profile (in case of appointment)	Attached
4	Disclosure of relationships between directors (in case of appointment of a director)	Not applicable
5	Information as required pursuant to BSE Circular No. LIST/COMP/14/2018-19 June 20, 2018 dated June 20, 2018	The Director being appointed is not debarred from holding the office of director by virtue of any SEBI order or any other such authority.

For, Roni Households Limited

**Harish Manohar Sirwani**  
Managing Director  
DIN: 07844075

Place: Jalgaon  
Encl: A/a.

# Manish Karera

People | Sales | Business



Date of Birth 8<sup>th</sup> Nov 1985

## Area of Expertise

Entrepreneurship  
Sales & Revenue  
Growth Strategies  
Escalation Expert  
Manpower Handling Upt 150  
Impactful Negotiation  
Consultative & Solution -  
Based Sales  
Training & Development  
Campus Recruitment  
Interviewer  
Product Manager  
Data & Resource Planning  
Case Handling  
Execution of Marketing –  
Activities - ATL & BTL  
Conceptual Decision Making

## ACADEMIC EXCELLENCE

Masters of  
Management Studies-  
Marketing  
(Mumbai University)

Bachelor of  
Commerce (North  
Maharashtra  
Univeristy, Jalgaon)



## Guiding Principles –

Deliver as per needs, understanding the markets  
know the audiences you are selling to,  
know what you are selling,  
know your brand's DNA. Stay true to it.



## Professional Work Experience

Snr Vice President - Reporting to the CEO of the company.  
13 Years of rich experience spanning diverse roles across various  
markets into vintage business development and sales, Pan India. Profile  
consists of versatile experiences dealing with multiple personalities  
across the industry.



## Trained by Dale Carnegie team – 2015

**Topics Covered:** Leadership / Sales / People Skills / Employment  
Engagement / Customer Relationship / How to sell like a Pro!!!



## March 2009 till date Jaro Group –october 2022

2020 Snr Vice President  
2018 Associate Vice President  
2014 Senior Manager  
2012 Branch Manager  
2011 Deputy Branch Manager  
2010 Team Leader  
2009 Business Development Executive

## Jaro Education experience, Pan India – Mumbai, Pune, NCR, Hyderabad & Kolkata

Currently Designated as Snr Vice President, reporting to the CEO of the  
company Jaro Group , handling Business Unit consisting of Assistant  
vice president, Senior managers, Business Development Managers,  
Team Leaders, Admin Executives and multiple Technical Support  
teams.

**Products:** Welingkar's / D.Y Patil/NMIMS/Manipal university/SRM university / IIMs / Alliance / Bharathiar / GNIMS Khalsa / Ural / Marketing, Big Data, Business analytics / K-12 / UBI / MGU & many more

#### **Senior Vice President –**

- Drive sales objectives and achieving commercial budget and targets
- Identify new sales opportunities and build client relationships
- Build a high performing team by providing strong mentorship, coaching and guidance
- Ensuring timely recognition and reward for top achievers and implementing performance management actions when needed
- Involved in continuous reviews of sales processes
- Ensuring the proper use of CRM databases and tools to track performance
- Building strong and collaborative relationships with other internal stakeholders
- Sketching and implementing the activities of ATL & BTL
- Monitoring market trends and providing regular competitor analysis.
- Assisting in designing marketing and promotional materials both in print and online.

#### **Associate Vice President –**

- Responsible for profit and loss of the business unit assigned
- Meeting with existing clients to discuss a company's products and services.
- Working to foster lasting relationships with client base.
- Networking with prospective clients to persuade them to bring their business to the company.
- Setting specific quarterly or annual sales goals.
- Involved in continuous reviews of sales processes
- Working to ensure sales and productivity goals are met.
- Devising new and innovative ways to market products and services.
- Conducting independent research into target consumer base.
- Leading in-house seminars and workshops to help improve the effectiveness and productivity of the sales team.
- Developing and implementing marketing plan to increase Brand Awareness
- Maintaining professional awareness of product development, product knowledge, regional market place activity, competitor products and activity, and developments in customer requirements.

#### **Senior Manager –**

- Reported to the Director of the Company
- Responsible for Zonal target consisting multiple branches
- Designed processes as per respective location
- Developed leaders for Pan India Locations
- Analysed markets and designed products
- Campus Recruitment, Hired & Interviewed Pan India
- Handled and Motivated team to increase revenue scale
- Handled multiple branch Managers, guided and trained them for Branch Management
- Planned yearly Strategy, Budgeting in order to reach targets and organizational goals and also handled overall functioning of Sales & Marketing.
- Worked with B2B team for organizing events in different organizations for product presentations
- Worked on corporate communications

Manish Karera

Place – Mumbai

Page 2

- Coordinated for Marketing Collaterals
- Reviewed growth incremental and new sales for the business
- Responsible for sensitive escalations

**Branch Manager –**

- Reported to the National Sales Head of the Company
- Handled Team Leaders, guided and trained them for team management
- Handled the Branch of 40 to 45 executives, Supervised and Managed complete sales operations
- Handled responsibility of individual and branch targets & overall achievements
- Created Strategies and Marketing Plans to achieve the set goals
- Worked closely on retention of the team assigned
- Maintained relationships with key clients & generate references
- Formulated strategies to tap unexplored market for Business Expansion.
- Generated sales leads through various sources & Monitored and mapped Generation activities
- Set targets for Cold calling and outdoor meetings for executives
- Handled teams for Form completion and after sales (Customer Relationship)
- Reviewed each case of sale to avoid false commitment and fraudulent activity
- Trained Executives and Leaders to close Deal on one call (Go Getter Attitude)

**Team Leader** – Including Business Development, was responsible for team targets of 20 to 25 executives / Training / Marketing / Resource planning / handling meetings and pick-ups. Reported to the Zonal Head / Admin / MIS / Resource planning

**Business Development Executive** – End to End Sales / Lead Generation via calls & meetings/ B2B / B2C / Marketing / Business through reference and other various sources



### **Most Proud of / Awards & Recognition**

- Manager of Top Performing team for consistently 2 years
- Highest Per Person Productivity as a Branch Manager 2012, 2013
- Sales Captain of the Year for 2012, 2013 & 2015
- Rank 1 branch for 2012, 2013, 2015
- Rank 2 branch for 2014, 2018
- Awarded Best Manager with Individual Performance for 2012
- Awarded as Top Performer for 2009 & 2010
- Won many International & Domestic Contests at Singapore, Goa, Bangkok and awarded Laptop, Gold Coin, Sony XperiaZ and many more.
- Bagged team and individual awards in Various sales contests.
- Top incentive earner for 7 years
- Consistent performer with large set of teams
- Best Data Management
- Best In client Relationship and service

### **Extra and co- curricular activities:**

- Represented Jalgaon University for 3 consecutive years in Basketball at (Kolhapur, Ujjain, Gwalior)
- Represented Maharashtra team in Basketball.
- Represented Jalgaon University for 3 consecutive years in Basketball for ASHWAMEDH.
- State player for Table Tennis and Cricket
- Proficient in Basic Information Technology - Outlook, Salesforce, Microsoft office

Manish Karera

Place – Mumbai  
Page 4

