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FALCON ID # 21695

Oilfield Services / Business Development - Product Sales

Residential Country : India Nationality : India
Resume Title : Dy Sales Manager Notice Period : 30 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
Mba/pgdm	Pune University	2003	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Dy Sales Manager	Reputed Company	India	04/2013	/
Dy. Manager Sales	Thermax Ltd	India	04/2012	04/2013
Branch Manager Sales	Indiana Group Of Companies	India	05/2010	04/2012

ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

Additional Skills :

PROFICIENCY FORTE

Sales & Marketing:

Implementing competent strategies with a view to penetrate new accounts and expand existing

ones for a wide range of products / services. Assimilating market intelligence, tracking competitor's activities and providing valuable inputs for fine tuning sales & marketing strategies. Managing and monitoring delinquent account collection. Handling the calls for institution accounts /calling the institution accounts.

Branch Operations:

Overseeing operational performance of the branches, generating business as per the management requirements and achieving set targets. Designing and streamlining processes to ensure smooth functioning of the business operations.

Business Development:

Analyzing latest marketing trends and tracking competitors' activities and providing valuable inputs for fine-tuning business strategies. Conceptualizing and implementing competent strategies with a view to penetrate new market and expand existing ones for a wide range of services & ensuring accomplishment of business goals.

Customer Relationship Management:

Enhancing customer satisfaction matrices & monitoring customer complaints. Building and maintaining healthy business relations, ensuring maximum customer satisfaction.

Team Management:

Recruiting, Training & monitoring the performance of team members to ensure efficiency in collection operations and meeting of individual & group targets. Conducting meetings for setting up objectives

Additional Information :

Summary

Dynamic professional with over 14+ years of experience in Business Development, Sales & Marketing, Client Servicing & Team Management.

Keen strategist with expertise in managing entire operations and ensuring optimal utilization of resources.

Highly motivated, customer focused professional with extensive experience in key client development and retention. Skilled in creating and growing solid customer relationships, needs analysis, and account activity tracking.

Identify needs, business process gaps and formulate appropriate solutions that improve usage and revenue.

Skills in developing relationships with key decision-makers in target organizations for revenue.

Adeptness in expanding the revenue base in the market. Formulated & executed industry benchmarked management strategies.

Competent in implementing effective solutions to the customer needs, with an aim to improve customer contentment and consequently customer loyalty, repeat and referral business

Demonstrated expertise in development & implementation of promotion plans and handling communication for brands which includes below the line activities.

Energetic leader known for ability to envision and create successful outcomes in complex / multicultural environment.

