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Oilfield Services / Business Development - Product Sales

Residential Country : India Nationality : India
Resume Title : Business Development Notice Period : 1 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
Mba/pgdm	Institute For Technology And Management	2001	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Managing Partner	Yumshan Foods	India	04/2013	05/2015
Area Sales Manager	Geberit Plumbing Technology India Private Limited	India	06/2007	03/2013
Sr. Sales Executive	? Cera Sanitaryware Limited	India	12/2005	05/2007
Asm	? Phenoweld Polymer Private Limited	India	09/2001	12/2005

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 :

A seasoned professional with over 13 years of commendable success in:

- ~ Sales & Marketing ~ Business Development ~ Channel Management
- ~ Key Account Management ~ Dealer / Retail Management ~ People Management
- Strong understanding of the Channel sales, Dealer Management, Retail Management with strong conceptual and analytical abilities
- Effective in utilizing resources, improving resources, increasing productivity and the number of new customers being added to the portfolio.
- Distinction of exploring new markets for business growth and streamlining sales & marketing operations
- Exposure in market development, product positioning and handling distribution network
- Result oriented achiever with excellent track record for identifying opportunities for accelerated growth
- Extensive exposure in setting up and conducting trade exhibitions (ACE Tech, Inside Outside), dealer sales meets and technical training sessions

Core Competencies

- Steering operations with a view to achieve organisational objectives and ensure profitability
- A keen planner and strategist with proven track records of consistently increasing sales / profitability of the company
- Formulating long term/ short term strategic plans, conducting negotiations and marketing operations thereby achieving increased sales growth
- Prospecting & targeting identified clients
- Strong knowledge of the territory, accelerating growth and achieving desired sales goals
- Team management and training

Additional Information :

- ? Managing the day to day functioning, including processing and home delivery.
- ? Managing the Purchase from Vendors/ Bird Suppliers.
- ? Managing the Daily Sales and dealing with customers.
- ? Advertising Strategies for increasing sales and awareness.
- ? Managing Finances and receivables/ collection from Hotel sales.

- ? Dealer network expansion & management.
- ? Building healthy relationship with Architects, Designers, Project Manager and Plumbing Consultants.
- ? Tracking sales & developing strategies for Market Penetration, Market development
- ? Negotiating the technical and quality specifications, price and commercial terms
- ? Project handling & execution.
- ? Supporting marketing manager in marketing activities like Plumber's meet.
- ? Driving large project sales with key Developers, Architects, and Designers.
- ? Actively Involved in Presentations / Negotiations with Project Engineering / Project management teams.
- ? Engaged in product Specifications through Project Consultants / Interior Designers.