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FALCON ID # 24546

Petroleum / Sales Asst / Manager

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

## EDUCATION

Qualification	Institute / College /university	Year	Country
Mba/pgdm	Guru Jambeshwar University	2005	India

## CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Sales Manager	Reputed Company	India	10/2013	07/2015
Deputy Manager	Mitsubishi Electric India Pvt Ltd	India	08/2012	09/2013
Area Sales Manager	Hi-Ti Digital Inc. New Delhi	India	11/2007	07/2012
Unit Manager	Icici Prudential Life Insurance	India	08/2006	10/2007
Business Development Officer	J.k Insurance & Risk Managers	India	06/2003	07/2006

## 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 :

### CAREER OBJECTIVE

Mid level assignments in Business Development, Sales & Marketing, Brand Management, Relationship Management, Channel Management with reputed organization

Industry Preferences: Office Automations, Consumer Electronics, IT

Hardware, Electrical & mechanical Items.

Location Preferences: Delhi / NCR.

### CORE COMPETENCIES CAREER SNAPSHOT

Strategic Planning

Sales & Marketing

Channel Sales

Corporate Sales

Business Development

Market Research

Channel Management

Distribution Management

Brand Management

New Product Launch

Relationship Management

Team Management A seasoned professional with verifiable year after year success of nearly 11 years in achieving revenue, profit and business growth objectives. Highly successful in building relationships with upper-level decision makers and business partners. Currently associated as Sales Manager with ATA Enterprises. A strategic thinker and planner with a flair for charting out marketing strategies and contributing towards enhancing business volumes, achieving revenue and profitability norms. Expertise in managing the business operations with key focus on the top line profitability by ensuring optimal utilization of resources. A keen planner & implementer with demonstrated abilities in devising customer retention activities for accelerating business growth. Demonstrated expertise in the development & implementation of promotion plans and handling communication for brands which includes all above the line and below the line activities. Proven skills in managing teams to work in sync with the corporate objectives & motivating them for achieving business and individual goals. Excellent analytical, interpersonal & organizational skills and proven abilities in team management.

## Additional Information :

### SCHOLASTICS

? MBA (Marketing) from Guru Jambheshwar University in 2005.

? B.A Pass from Satyawati College Delhi University in 2003.

? 10+2 from CBSE Board in 2000.

? 10th Class from CBSE Board in 1998.

### EXTRA CURRICULAR ACTIVITIES & ACHIEVEMENTS

? Awarded "A" certificate for passing the NCC examination.

? Represented school at the Zone level in football & was awarded with the runners up trophy.

? Represented school in football in inter school competition.

IT SKILLS ? Windows 2000/XP, MS Office, PowerPoint, MIS & Internet.

CERTIFICATION ? Business English Certified Level Vantage from British Council.

PERSONAL DOSSIER Date of Birth: 28th May 1983

Languages Known: English & Hindi

Address : A62/63 Flat no-116, Mansaram park, Uttam Nagar, New Delhi-110059.