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FALCON ID # 3553

Oilfield Services / Business Development Manager - Client Servicing

Residential Country : India Nationality : India  
Resume Title : Sr. Manager (Sales & Marketing) Notice Period : 1 Days

## EDUCATION

Qualification	Institute / College /university	Year	Country
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## CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
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## 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 :

Areas of Expertise Retail Operations ó Implementing sales promotion plans & new store concepts to generate sales for achievement of targets; coordinating the in-store promotional activities for new releases & special products. ó Conceptualising visual merchandising displays, windows & design of retail outlets for maintenance of a high-end store Image. ó Interacting with customers for effective resolution of customer grievances and obtain feedback. ó Organizing and conducting practical & training programs, to enhance skills & motivational levels. Sales & Marketing ó Conceptualising & implementing sales & marketing with Retail Operations plans in tune with macro business plans, thereby achieving profitability. ó Interacting with potential clients for new business development and achievement of targets. ó Handling product promotions through different Advertising & Promotional schemes. ó Monitoring the market response and conveying the feedback to Top Management. Network Management ó Identifying & acquiring suitable sites in the high potential trading areas and then, assisting the State Head in identification/ enrolment of dealers/franchisees. ó Supporting & assisting dealers in speedy commissioning of the RO's.(Retail

Outlets). Recruitment & Training ó Managing the complete recruitment life-cycle for sourcing the best talent from diverse sources after identification of manpower requirements. ó Planning human resource requirements in consultation with heads of different functional & operational areas and conducting selection interviews. ó Conceptualizing & developing training & development initiatives for improved productivity, building capability and quality enhancement. Operations Management ó Creating & implementing SOP's & designing business plans / strategies for maximizing profitability & revenue generation & realise corporate goals. ó Handling Vendor Creation & development, undertaking negotiations with them & managing the entire back-end process. ó Providing after sales service for company products through dealers and directly to industrial clients. ó Handling & executing warranty claim policy of the company & conducting audits of workshop equipments spares & achieving sales targets for spare parts to dealers & industrial clients. Customer Relationship Management ó Mapping client's requirements and providing them expert advisory services pertaining to the selection of right products ó Sustaining the existing relationships & accounts for further enhancement in business and working in close coordination for generation of business. ó Handling new clients, establishing corporate relationships & providing solutions for their service related queries & giving the right product to the right customers.

### Additional Information :

Education ó MBA in Marketing from IGNOU completed in June 2006. ó Graduation in Arts from Devi Ahilya University, Indore in 1994. Personal Vitae Address : E – 94, Roop Rajat Township, Pal Road, Jodhpur, Rajasthan Date of Birth : 11th August 1972 Marital Status: Married Location : Anywhere