**Rahul Agarwal**

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Mobile: 9555860374

### PROFESSIONAL EXPERIENCE

Total Experience: 7+ years approx.

* Currently working exp. as Marketing Manager in **BABBAR INFRATECH PVT. LTD. in Delhi NCR.**
* 1.5years of work exp. as Assistant Manager Sales & Marketing **in OMAXE LTD. in Allahabad project.**
* 3.5 years exp. as Senior Executive Sales & Marketing in **KDP INFRASTRUCTURE PVT. LTD. In Delhi NCR.**

### JOB RESPONSIBILITIES

* Responsible for achieving the order booking and sales revenue targets
* Unit sales and collections within budgeted timelines
* Ensuring customer satisfaction for the assigned projects.
* Sales revenue
* Managing all relevant ATL & BTL activities for generating maximum revenues
* Adherence to budgeted time for selling
* Sales collections
* Responsiveness to customer queries and issues
* To participate in conceptualization & launch of sales initiatives to maximize order booking for the project
* To consistently evaluate market trends and competitor moves to protect existing sales and maximize future sales opportunities
* To ensure generation of leads through calls, references
* To proactively contact potential customers to promote the project
* To promptly respond on sales enquires so as to maximize sales conversions
* To coordinate with other functions viz. Sales Admin, Engineering, Legal on customer queries
* To develop relations with existing & new key customers i.e. Corporate & HNI Clients
* To maintain relationships with Partners (brokers/ property consultants) to ensure market penetration in the region
* To be involved in negotiating deals with customers
* To ensure after sales support to the customers at the project
* To maintain accurate and timely data related to the project sales and existing / potential customers
* To follow up on outstanding collections data
* To ensure effective implementation of Marketing initiatives to drive sales for the project
* To liaise with centralized Marketing team for all communication (viz. brochures, mailers, pictures) related to the project
* To continuously track changing trends, customer requirements & feedback and conveying the same to the Project Sales Head
* To track competitor movements in the location and strategies for their properties and communicate the market intelligence
* To visit the project site on a regular basis
* Implementation of sales and marketing design plan as per the requirement of the project.
* Update and maintain existing client accounts, develop property information packages, market value analyzes, and marketing reports
* Involved in the implementation of different modules and preparation of unit and integration cases.
* Involve creating channel partners through lead management & on personnel basis.
* Handling the complexion of sales strategies in residential and commercial properties.
* Documentation of the Project i.e. processing the application, getting approvals etc

## PROFESSIONAL QUALIFICATION

* Completed MBA from **Institute of** **Foreign Trade & Management, Moradabad (U.P) in Year 2005** with **Marketing & Finance**.

## EDUCATIONAL QUALIFICATION

* Completed B.Com from **University of Allahabad in year 2000.**

### SKILLS

* Sales& Marketing
* Leadership Ability
* Client Acquisition
* Talent Acquisition
* Business Development
* Negotiation Skills

### POSITIVE ATTITUDE

* Hard working, Confident, Sincere towards duty and Discipline.
* Organizing, managing and leading abilities.
* Goal Oriented and initiative taker.
* Easily adapt the work atmosphere & Self Motivated.
* Adept in thinking innovative Ideas.

### PROFESSIONAL PROFILE & WORK EXPERIENCE

|  |  |
| --- | --- |
| Company Name | **BABBAR INFRATECH PVT. LTD. (Feb 2011 to Till now)** |
| Profile | * Responsiveness to customer queries and issues * To participate in conceptualization & launch of sales initiatives to maximize order booking for the project * To consistently evaluate market trends and competitor moves to protect existing sales and maximize future sales opportunities * To ensure generation of leads through calls, references * To proactively contact potential customers to promote the project * To promptly respond on sales enquires so as to maximize sales conversions * To coordinate with other functions viz. Sales Admin, Engineering, Legal on customer queries * Managing all relevant ATL & BTL activities for generating maximum revenues * To develop relations with existing & new key customers i.e. Corporate & HNI Clients * To maintain relationships with Partners (brokers/ property consultants) to ensure market penetration in the region * To be involved in negotiating deals with customers * To ensure after sales support to the customers at the project * To maintain accurate and timely data related to the project sales and existing / potential customers * To follow up on outstanding collections data * To ensure effective implementation of Marketing initiatives to drive sales for the project * To liaise with centralized Marketing team for all communication (viz. brochures, mailers, pictures) related to the project |
| Role | **Manager Sales And Marketing** |

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| --- | --- |
| Company Name | **OMAXE LTD. (June 2009 to Jan 2011)** |
| Profile | * Through the existing database & corporate presentations and closing the sales. * Relationship management to maintain the existing customers & generate future buyers. * Developing major corporate accounts by getting repetitions and bulk bookings * Coordinating with planning department at the time of launch. * Organizing mail lists from various sources and mailing it to customers. * Documentation of the Project i.e. processing the application, getting approvals etc. * Educating the brokers/sales organizers about new project and helping them to close deals. * Responsible for direct sales of residential projects through corporate calls i.e. taking appointments, giving corporate presentations, arranging site visits and closing the sale. * Maintaining a database of the existing & prospective buyers for projects. Interacting with them & keeping them informed about current and upcoming projects. * Liasoning with sales organizers/brokers on a regular basis, updating them on the stock availability of new projects, price revision etc. and also assisting them in closing sales * Project handling, coordinating with planning department for layout plans, application forms. Interacting with advertising agency for the brochure design and promotional activities. |
| Role | **Assistant Manager Sales And Marketing** |

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| --- | --- |
| Company Name | **KDP INFRASTRUCTURE PVT. LTD. LTD. (Oct 2005 to May 2009)** |
| Profile | * Sales generation through the existing database & corporate presentations and closing the sales * Relationship management to maintain the existing customers & generate future buyers. * Developing major corporate accounts by getting repetitions and bulk bookings. * Organizing mail lists from various sources and mailing it to customers. * Documentation of the Project i.e. processing the application, getting approvals etc. * Maintaining a database of the existing & prospective buyers for projects. * Interacting with them & keeping them informed about current and upcoming projects. * Liasoning with sales organizers/brokers on a regular basis, updating them on the stock availability of new projects, price revision etc. and also assisting them in closing sales. * Coordinating with various departments for detail, plans and clearances as well as processing of bookings received. |
| Role | **Executive Sales & Marketing** |

**TRAINING AND SEMINAR**

* Four months summer training in “**Indian Telephone Industries, Ltd.** Allahabad”. In this duration the project title “**Consumer satisfaction for sales promotion**” has been done in Marketing Department

## PERSONAL INFORMATION

Name : Rahul Agarwal

Father’s Name : Mr. S. C. Agarwal

Date of Birth : 8th April 1980

Marital Status : Single

Present Residential Address : A-412,3red floor,near Mohan Park, Gali no.-6, Laxmi Nagar, Delhi-92

Permanent Residential Address: S/S A-05, Near Ram-leela Park, ADA Colony Naini, Allahabad-211008

**References are available on request**