

RAJINDER KUMARFeatured Resume

Sales & Marketing Executive seeking roles in Sales,Marketing,Business Development,Key Account Management,Channel Sales,Strategic Planning,Product Promotions,Revenue Generation,Sales Strategy,Market Research,Brand Management,Client Servicing

Current Designation: Sales & Marketing Executive

Current Company: Techserve Oil Field Equipment LLC

Current Location: abu dhabi

Pref. Location: Bengaluru / Bangalore,Delhi / NCR,United Arab Emirates (UAE)

Functional Area: Sales / BD

Role: Area Sales Manager

Industry: Oil and Gas/Power/Infrastructure/Energy

Marital Status: Married

Total Experience: 11 Year(s) 0 Month(s)

Highest Degree: M.A [Arts & Humanities]

Key Skills: Sales & Marketing Executive,Area Sales Manager,Sales,Marketing,Business Development,Key Account Management,Channel Sales,Strategic Planning,Product Promotions,Revenue Generation,Sales Strategy,Market Research,Brand Management,Client Servicing

Verified : Phone Number | Email - id

ID: 5261477760c32e6183Last Active: 16-Sep-20Last Modified: 16-Sep-20

[Jump to Section](#)[Work Experience](#) | [Education](#) |

Summary

A Dynamic Professional with over 9 years+ rich experience in Strategic Planning, Sales &

Marketing, Business Development, Clients Relationship, Channel Management.

Presently working with Techserve Oil Field Equipment LLC. as a Sales & Marketing Executive.

Expertise in Building Relationship with Client & Supplier with Key Focus on Top Line & Bottom Line Profitability by ensuring optimal utilization of resources.

Result oriented record of Streamlining the working Effectiveness.

A keen Learner, Strategist & Implementer with demonstrated abilities in devising Marketing activities and accelerating the Business Growth with include function skills like Strategic Planning, Sales & Marketing, Business Development, Clients Relationship, Channel Management ,Product awareness etc.

Achieving Business Target & Individual Goals.

An Effective communicator with excellent relationship building & Interpersonal skills.

Strong Analytical, Training, Problem solving, Negotiations, close the deals.

Work Experience

Techserve Oil Field Equipment LLC as Sales & Marketing Executive

Sep 2012 to Till Date

Enhances staff accomplishments and competence by planning delivery of solutions; answering technical and procedural questions for less experienced team members; teaching improved processes; mentoring team members.

Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.

Sells products by establishing contact and developing relationships with prospects; recommending solutions.

Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.

Identifies product improvements or new products by remaining

current on industry trends, market activities, and competitors.

Prepares reports by collecting, analyzing, and summarizing information.

Maintains quality service by establishing and enforcing organization standards.

Maintains professional and technical knowledge by attending educational workshops & Exhibitions.

Acting as a contact between a company and its existing and potential markets.

Negotiating the terms of an agreement and closing deals.

Handling complete paper work related to Import PO shipping and bank documents. Coordinate with operation team.To ensure shipments are timely dispatched.

Challenging any objections with a view to getting the customer to buy.

Advising on forthcoming product developments and discussing special promotions.

Assisting with special projects such as trade shows and display changes.

Achieve monthly sales target

PRODUCT HANDLING

Gedore Tools,Germany (Complete range of Workshop & Hand tools.)

Ega Master, Spain (Complete range of Workshop & Hand tools.)

Lame Pipe fittings & Flanges (Complete range to CS & SS Pipe Fittings & Flanges.)

Safelok,Uk (Complete range of instrumentation Fittings.).

HDFC Bank Ltd as Sales officer

Jan 2011 to Sep 2012

Selling all financial products (Including - Life Insurance, Mutual

Funds, General Insurance, D-mat A/Cs, New saving and current A/Cs) in the bank to walk-in customers.

Built and nurtured strong relation with all clients to ensure high levels of clients satisfaction.

Generating leads through cold call and references.

Promoting bank products through marketing activities.

Achieve monthly sales target.

Indusind Bank Ltd. Vehicle Finance as Marketing Officer

Jan 2009 to Dec 2010

Generating leads and then converting them those leads in closed business.

Promoting banks vehicle loan schemes to new customers for their vehicle finances.

Coordinating with different branches for marketing and lead generation purposes.

Perform other office functions such as attending telephone calls and fax

communication and filing office documents.

Maintain office files records include invoices, insurances, vehicle registration, client's details, cheque details, verification proof etc.

Review, organize and distribution of incoming/outgoing mail.

Achieve monthly sales target

[^ Back to Top](#)

Education

UG: B.A (Arts&Humanities) from Guru Nanak Dev University (GNDU) in 2007

PG: M.A (Arts & Humanities) from G.N.D.University, Amritsar, Punjab in 2009