

EKANSH SUDAN

B.Tech. (Mechanical Engineering)

B.Sc. (Computer Science)

Mobile No.: (+91) 6398296479

E-Mail: E4EKANSH@GMAIL.COM

CAREER OBJECTIVES:

To join an organization having professional environment in which I could inculcate, refine and utilize academic acumen to sharpen managerial and technical skills by performing professional duties & responsibilities with utmost honesty, dedication and human values.

PROFESSIONAL SUMMARY:

- **Competent and results-driven professional with 11 years of experience in Sales & Marketing and Business Development of Industrial/Projects/Technical products.**
- Proven expertise in establishing, maintaining, and developing business network/relationships with suppliers to meet the objectives of maximum profitability, growth and value.
- Skilled in strategic business planning, execution at ground level and business development operations.
- Ability to combine technical knowledge with sales/marketing skills to act as a primary contact for product demonstrations, client needs assessments and development of technical specifications.
- Sound knowledge of occupational health environmental & safety products, electrical safety products, preventive maintenance solutions/tools across the fields such as Electrical, Mechanical, Utility, etc. process simplification, energy saving mechanism, pneumatic products, fluid sealing solutions for varied industries, etc.
- Conversant with Microsoft Office and Internet.

PROFESSIONAL EXPERIENCE:

Area Sales Manager- (Project Sales), MYK Laticrete India Pvt. Ltd., 03 AUG 2023 – Present.

(DEALS IN TILES & STONES ADHESIVES, GROUT, STONE CARE, SOUND CONTROLS MATS...)

ROLE IN THE COMPANY: -

- To achieve the budgeted **Sales target of 3.60 CR** and responsible for the payment collection accordingly as well in the area of **DELHI-NCR**, which in terms aimed at increase of the sales from existing business & addition of clients.
- Market Mapping/Market survey to formulate strategy for exploring the market and conceptualize and implement sales & marketing plans in accordance with business Plans, thereby achieving profitability.
- Capturing the client like Developers, Builders, Contractors, Consultants, Associates and converts it into the profitable business.
- Explore new business opportunities/avenues for developing new segments to increase market share by making presales presentation to clients.

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Sr. Technical Account Manager- (Project Sales), Hilti India Pvt. Ltd., 15 NOV 2021 – 15 MAR 2023.**(DEALS IN CORDLESS & POWER TOOLS, DIRECT FASTENING, MEASURING TOOLS, FIRESTOP & FIRE PROTECTION AND CONSTRUCTION CHEMICALS...)****ROLE IN THE COMPANY: -**

- To cover **Target of 1.30 CR in Territory (Haryana)** and to achieve the budgeted sales target aimed at increase of the sales from existing business & addition of clients.
- Market Mapping/Market survey to formulate strategy for exploring the market and conceptualize and implement sales & marketing plans in accordance with business plans, thereby achieving profitability.
- Learnt client and system needs by working closely with the company technical team and engineers, collaborating promotions and customer support.
- Designed and implemented sales plans, identified sale possibilities and consistently met the sales goals as planned.
- To take care of collection.
- To demonstrate all the product range.
- To exhibit technical presentation.

Assistant Manager- Sales, Gandhi Automation Pvt. Ltd., 03 MAY 2019 – 30 OCT 2021.**(DEALS IN ENTRANCE AUTOMATIONS, FIRE RATED DOORS, HIGH SPEED DOORS, MOTORISED ROLLING SHUTTERS, DOCK LEVELERS...)****ROLE IN THE COMPANY: -**

- To achieve the budgeted **Sales target of 8.0 CR for UTTARAKHAND, WESTERN UTTAR PRADESH, HIMACHAL PRADESH, HARYANA,** aimed at increase of the sales from existing business & addition of clients.
- Market Mapping/Market survey to formulate strategy for exploring the market and conceptualize and implement sales & marketing plans in accordance with business Plans, thereby achieving profitability.
- Capturing the client like Developers, Builders, Contractors, Consultants, and Associates as well and converts it into the profitable business.
- Explore new business opportunities/avenues for developing new segments to increase market share by making presales presentation to clients.

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Sr. Sales Manager, Gabriel Industrial Corporation, 01 SEP 2012 – 30 APR 2019.

MARKETED for STANVAC CHEMICAL INDIA LTD., 3M INDIA LTD. & HONEYWELL SAFETY. (DEALS IN ALL TYPES OF INDUSTRIAL LUBRICANTS, CHEMICALS, EPOXIES AND COATINGS, OIL & GREASES, OCCUPATIONAL HEALTH & ENVIRONMENT SAFETY PRODUCTS, ELWCTRICAL SAFETY PRODUCTS...)

ROLE IN THE COMPANY: -

- To achieve the budgeted **Sales target (volume, value & Collection) of 2.0 CR for entire UTTARAKHAND, U.P (West)**, aimed at increase of the sales from existing business & addition of clients.
- Extensive clientele management across the manufacturing sectors such as Tyre, Textiles, Breweries, Power plants, Petrochemical, Chemicals, Pharmaceuticals, FMCG, Paper, Automotive industries also service sectors like Healthcare and Hotels, etc.
- Market Mapping/Market survey to formulate strategy for exploring the market and conceptualize and implement sales & marketing plans in accordance with business plans, thereby achieving profitability.

PROFESSIONAL QUALIFICATIONS:

- ITC Level 1 Certified Thermographer
Infrared Technical Center.
- Bachelor of Technology (B.tech)- Mechanical Engineering
Kurukshetra University (2008-2012).
- Bachelor of Science (B.Sc.)- Computer Science
Hemwati Nandan Bahuguna University (2005-2008).

SKILL SET:

- Technical Sales & Marketing.
- Business Development and Operations Management.
- Client Relationship Management.
- Strategic Planning & Marketing Research.
- Tender Negotiations.

PERSONAL DETAILS:

- Date of Birth: - 20th December 1988
- Marital Status: - Married
- Languages Known: - Hindi, English, Punjabi
- Address: - H.NO.- 47, GALI NO.- A-7, T.H.D.C COLONY, NEAR BHEL SEC-3, HARIDWAR, UTTARAKHAND (249403)

DECLARATION:

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

DATE: 01.05.2024

PLACE: DELHI

(EKANSH SUDAN)