

# **NIRAJ R. MISHRA**

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## **PROFILE**

An energetic, resourceful and highly dynamic manager with a 13 years of accomplished career track known throughout the industry for delivering and sustaining revenue & fort going within highly competitive Indian market. Exceptional communicator with a consultative sales style, strong negotiation skill with exception problem solving abilities and a keen client need assessment aptitude to develop focus and provide tactical business solution.

## **WORK EXPERIENCE:**

**Watertec India Pvt.Ltd.:Nov.2020 To Till Date.**

**Designation- Territory Sales Manager.**

**Responsibilities Handled.**

**Handling Retail sales for Mumbai Region.**

**To generate order and payment collection.**

**Key Achievement:**

**Appointed Dealers for C.P. & Sanitary.**

**Asian Granito India Ltd.Duration: Jun 2018 To Nov.2020.**

**Designation - Area Sales Manager**

**Responsibilities Handled:**

- Handling Project Sales as well as Channel Sales for Mumbai Region
- To achieve sales budgets, across size, price category, quality & volume on monthly basis & responsible for payment collection.
- To meet builder and architect give presentation about the company and products.

**Key Achievements:**

- Finalised the order of Spenta Corp (Qty Approx 30000 Sq Ft.)
- Finalised the order of Wadhwa Builder (Qty Approx 15000 Sq Ft.)
- Appointed new dealer in Borivali & done the buisenes Approx 10000 Sq Ft.
- **Finalised the hotel project at Goa with swati Interior qty.6000 sq.ft**



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- Finalised hospital project at chennai with swati interior.qty.7000
- Received order of 4000 sq.ft. by jhakhad enterprise for balbharti project at dadar
- Finalised order with Maitri interior at sanpada.
- Received school project order at vakola from zdap architect.

**Pavit Ceramics Pvt Ltd** Duration: Jun 2017 To May 2018

Designation - Territory Manager

**Responsibilities Handled:**

- Handling Project Sales for Mumbai Region
- To achieve sales budgets, across size, price category, quality & volume on monthly basis & responsible for payment collection
- To meet builder and architect give presentation about the company and products.

**Key Achievements:**

- Finalised NABARD project order qty (Aprox 10000 Sq Ft)
- Finalised Inter Intel developers project order qty (Aprox 33000 Sq Ft)
- Finalised Colaba Police headquarters project ordr qty (Aprox 8000 Sq Ft.)

**Kludi India Pvt Ltd** Duration: Dec 2014 To May 2017

Designation - Territory Manager

**Responsibilities Handled:**

- Reporting to Branch Manager – sales & marketing.  
To achieve sales budgets, across size, price category, quality & volume on montly basis.
- Handle the sales area consists of dealers, Sub dealers.
- Marketing activities in the sub dealer.
- To meet builder and architect give presentation about the company and products.

**Key Achievements:**

- Collected order of reliable Construction for 180 Bathrooms
- Receive order of Vrindavan developer for 154 Bathrooms
- Received order of 30 bathroom from spass consultant( hotel project at south Africa).



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- Received reliance project with anj trunkey project for 100 bathroom.

**C'zar Bathroom fitting PVT.LTD.** Duration: Jun 2012 TO Nov 2014

Designation - Area Sales Manager

**Responsibilities Handled:**

- Reporting to Branch Manager – sales & marketing.
- To achieve sales budgets, across size, price category, quality & volume on monthly basis.
- Handle the sales area consists of dealers, Sub dealers.
- Marketing activities in the sub dealers' network, arranging contractor meets, in shop branding etc. Dealer sub -dealer development in the Mumbai.
- To meet builder and architect give presentation about the company and products.

**Key Achievements:**

- Appointed & up graded dealer, distributor's networks at Regional level.
- Successfully implemented marketing policies, promotional activities to achieve sales target.
- Collected Order from Vimal Nath developers of 98 bathroom in vasai.
- Collected Oder from Bachraj developers at virar of 72 bathrooms

**Ess Ess Bathroom product Pvt.Ltd.**

Duration: Sep.2008 To Apr.2012

Designation – Sales Executive.

**Key Achievements:**

- Successfully developed market by appointing dealers across Area.
- Developed rural areas for business achievements.

Successfully implemented marketing policies, promotional activities

**Asian Granito Pvt.Ltd.** Duration: Jul 2007 to Aug 2008

Designation - sales executive

MARBLE DIVISION.



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**Responsibilities Handled:**

- Reporting to GM – sales & marketing.
- Responsible for product and dealer management throughout the MUMBAI.
- Dealer development according to product basket and up gradation of dealer and distributor by enhancing sales.

**Key Achievements:**

- Appointed & up graded dealer, distributor's networks at Regional level.
- Successfully implemented marketing policies, promotional activities to achieve sales target.

**EDUCATIONAL QUALIFICATION**

- B.com Graduate from Mumbai University

**PERSONAL DETAILS**

Date of Birth : 11<sup>th</sup> feb 1982

Nationality : Indian

Marital Status : Married

Address : 301, Mahadev Apartment, Umelman, Vasai (W)

**Date:**

**Place:** Mumbai



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