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| RAJNISH KUMAR VERMA | | | | | | | | | | | |
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|  | | | | | | | | Mobile: **+91 7069512564,+918009529832**  **rajnish.verma1412@gmail.com** | | | |
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| Synopsis   * **EXPERIENCE OF ALMOST 2.6 YEARS IN TRACTOR INDUSTRY** covering almost all areas of Sales & Marketing like-   - Sales -Marketing -Activity management -Leadership skills -Proficient in MS Excel  - Planning -Execution -Demand Generation -Market analysis -Dealer & Sales team handling   * **Worked in Demand Generation project for more than a year** in reputed Dealership which helped the organization to gain share of market in Weak Areas. * Confident in managing Sales team & Execute planning according to market trend. * Good technical as well as communicational skills supported by rich experience in performing managerial functions of planning, Implementing ,staffing, delegating, coordinating, controlling and ability to deliver desired results. * Key strength in negotiation and strategy required in closing deals & as well as develop & deliver presentations/demonstrations. * Exemplary skills like leadership and relationship management, fluency in communication, administrative capabilities, training and development of human resources, negotiating and commercial skills etc. * Ability to perform high quality work, team work spirit, cost consciousness, genuine concern for organizational profitability in mind. * Proficiency in computers- Windows, MS-Office, Internet utilities, AutoCAD and many more softwares. * Well equipped with modern Marketing concepts & Ideal Activities. | | | | | | | | | | | |
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|  | Career Objective | | | | |  | Core Competencies | | | | |
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|  | Obtain a challenging **Leadership** position by applying creative problem solving and lean management skills with a growing company to achieve optimum utilization of its resources and business growth. | | | | |  | * **Marketing and Business Development** * **Customer convincing & Dealing.** * **Marketing by sales & service Activity Management.** * **Building marketing strategies for brands.** * **Manpower monitoring.** * **Dealer fund tracking & Retailing.** | | | | |
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| Key Achievements | | | | | | | | | | | |
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|  | * **Involved in the DEMAND GENERATION project by ESCORTS ltd, Focused on Enquiry Generation, Enquiry Follow ups, Conversions, Activities: which leads to Gain in Market Share of the Company in Weak Areas.** * **Successful run of the project SHUBHARAMBH, worked in SEEDING villages & driven Activities resulting in generating leads & deliver the product.** * **Successful Drive of Various BTL & ATL activities, like Product Display, Demonstration, Service Camps, Customer meets, MOL ANMOL event etc.** * **Have been active in supporting the project of HAR GAON DUSTAK for achieving Coverage of Brand.** | | | | | | | | | | |
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|  | Organizational Experience     * **Project Officer Escorts Limited (Jan’16 to Present Time )** | | | | | | | | | | |
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| Education | | | | | | | | | | | |
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|  | **Bachelor of Technology**  *Sam Higginbottom Institute of Agriculture,Technology &Science,Allahabad,U.P.* | | | | | | | | | | **2011-2015** |
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| Technical Skills | | | | | | | | | | | |
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|  | **Category** | | **Software / Tool / Technology** | | | | | | | **Proficiency** | |
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|  | **Operating Systems**  **Ms Office Package** | | Windows XP  Ms-Excel / Ms- Access / Ms-Word  Ms-power point | | | | | | | *Proficient*  *Proficient* | |
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| Personal Details | | | | | | | | | | | |
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|  | **Date Of Birth** | 01 December 1993 | | | | | | | | | |
|  | **Marital Status** | Single | | | | | | | | | |
|  | **Languages Known** | English, Hindi,Gujrati | | | | | | | | | |
|  | **Nationality** | Indian | | | | | | | | | |
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|  | I hereby declare that all the details furnished are true to the best of my knowledge. | | | | | | | | | | |
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|  | **Date -**  **04 September 2018** | **RAJNISH KUMAR VERMA** | | | | | | | | | |
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