

RAJU BOIN

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SALES / MARKETING / BUSINESS DEVELOPMENT / CLIENT SERVICING/KEY ACCOUNT MANAGEMENT/REVENUE GENERATING/NEW BUSINESS

Seeking a challenging position with a growth-oriented organization which would give me the opportunity to utilize my skills for development of professional / personal goals & organizational objectives

Professional Experience: -

True value Marketing Services Pvt. Ltd (From July 2019 Till Date)

Asst. Sales Manager (Corporates/Distributors)

- One of the Leading players in the Vending Business Solution
- TVM is Manufacturing, Distribution and Export of Ready-to-drink Hot & cold Beverages – True value Marketing Services Pvt. Ltd (Granules and Beans)
- Responsible for Monthly sales target achievement & preparing day end report.
- Making Cold calls and visiting new corporates.
- Responsible for generating revenues from new as well as existing clients of Corporate, Distributors and Channels
- Building cordial relationship with the existing clients through regular interactions, Visiting & apprising them with company's value propositions.
- Making Tip up with Retailer and Distributors for selling premix Tea and Coffee and new products which is launched my company.
- Accountable for collection of relevant data on market trends & competition activities.

Lyca Telecom Pvt Ltd (From Sept 2013 to May 2019)

Manager Corporate sales/Channels Sales

- One of the Leading Service provider International Telecom brands – Lyca Telecom Pvt Ltd
- Looking after Existing Business from Mumbai and Maharashtra Through Corporate and Channel Partners
- Responsible for Monthly sales target achievement & preparing day to day Report by Eod.
- Accountable for Conceptualizing, planning and implementing processes to drive business volume growth for sales.
- Responsible for generating revenues from new as well as existing clients.
- Building cordial relationship with the existing clients through regular interactions & apprising them with company's value propositions.
- Gather market intelligence about competitors and ensure accurate and timely communication to management regarding changing field conditions that effect volumes. Design and Execute Strategy to counter competition
- Accountable for collection of relevant data on market trends & competition activities. Making dealer and making tip up with the travel company's

Matrix International Services Pvt Ltd (From May2011 to Aug 2013)

Senior Business Development Executive;

- One of the best telecom brands – Matrix Cellular International Services Pvt Ltd
- Accountable for Monthly sales target achievement & preparing day end report and giving to reporting Manger
- Accountable for Conceptualizing, planning and implementing processes to drive business volume growth for sales.
- Responsible for generating revenues from new as well as existing clients.
- Building cordial relationship with the existing clients through regular interactions & apprising them with company's value propositions.
- Making cold calls and visiting new corporates.
- Gather market intelligence about competitors and ensure accurate and timely communication to management regarding changing field conditions that effect volumes. Design and Execute Strategy to counter competition

- Handled sales of voice, data, vas, travel insurance and Forex.
- Accountable for collection of relevant data on market trends & competition activities.
- Making dealer and making tip up with the travel company's

Unicom infotel pvt ltd (From Oct 2009 TO DEC 2011)

Worked as key account manager

- **Area of specialization** Channel sales promotion of organization.
- Making new channel partners and dealers
- Generating Leads of potential Customer.
- Providing Services & taking care of customer satisfaction.
- Gathering information about market and competitors' activities.
- Team handling removing business from team member
- Coordinate with the channel partners, sales team to promote the brand thereby creating brand awareness common mass
- Actively involved in providing customer service and creating avenues for enhancing the sale of the products by ensuring proper service to clients.
- Handling distributor and dealer in given territory and ensure their growth and profitability

Galax zee Marketing & services pvt ltd (Vodafone Essar ltd) From (Feb 2006 To Oct 2009)

Worked as key account manager

- Responsible for sales and business development activities in the region along with handling the task of marketing promotion activities for all products.
- Accountable for collection of relevant data on market trends & competition activities.
- Operational/Back end works & Co-ordination with other support dept.
- Gather market intelligence about competitors and ensure accurate and timely communication to management regarding changing field conditions that effect volumes.
- Cold calling, local level branding and marketing initiatives done for data Collection and prospective leads generation.

Computer Skills:

Windows, MS-Office (Word, Excel) & Internet

Academic Qualification: -

- Perusing MBA (Marketing & Sales)
- Bachelor of Commerce (Year 2005)
- H.S.C. (10+2) St. Xavier High School (Year 2002)
- S.S.C., St. Xavier High School (Year 2000)

Personal Details: -

- Date of Birth : 12th Aug 1983
- Gender : Male
- Father's Name : Mr. Shankar Boin
- Nationality : Indian
- Material Status : Married

Date:

Place:

Raju Boin