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**NANDAN VERMA**

Email: vnnandan@gmail.com; Tel.: (Mobile) 9204240162 (Res.) 9905198682,9279026085

**Seeking assignments in Sales, Business Development, Marketing & Relationship Management with a leading organisation.**

**CAREER SKETCH**

A self motivated professional with over 22 Years’ rich experience in Sales, Business Development, Market Development, Dealer Management, Relationship Management, Client Servicing. Served **DURIAN INDUSTRIES LIMITED as an AREA MANAGER (Jharkhand&Bihar).** Astute inexploring new profit centres with improved network & sales turnover. A keen planner with abilities in executing strategies towards exceeding pre-set targets, developing new markets, managing key clients for escalating revenues & profitability. Resourceful at managing small sized dealers for enabling greater market penetration. Excellent communication skills with abilities in leading motivated teams towards achieving organisational goals.

**PROFICIENCY FORTE**

**Business Development:** Developing & executing sales strategies & plans, monitoring competition, budgeting, financial activities to achieve pre-set targets & ensure profitability of operations.

**New Market Development:** Identifying & exploring new markets / collating market intelligence to devise key entry strategies to penetrate new markets & enhance market share.

**Dealer/ Channel Management & Distribution:** Enabling business growth by developing & managing a dedicated dealer network, tracking timely collection & monitoring deliveries, transportation & distribution to ensure seamless movement.

**Marketing:** Developing & implementing marketing plans / market research activities to build preference & drive volumes / organising shows exhibits and conferences to enhance visibility & generate business.

**Client Servicing:** Building & maintaining healthy business relations with clients, ensuring maximum customer satisfaction by resolving their queries / grievances as per the quality standards.

**People Management:** Conducting Regular training programs for existing staff in the areas Customer Service and Operations also Identifying back ups within the team.

**CAREER HIGHLIGHTS**

**Growth Path;**

Feb’96-Sep’97 **Sales Officer** **(Methodex systems Ltd)**

Oct’97-Apr’00 **Marketing Officer ( Methodex systems Ltd)**

Apr’00-Feb’06 **Area Sales Executive (Methodex systems Ltd)**

Feb’06-Jan’08 **Territory Sales Executive (Methodex systems Ltd)**

Jan’08- June’08 **Branch Manager in SNOW SPACE FURNITURE SYSTEMS**

JUNE’08-Aug ‘19' **Branch Manager & then Area Manager (Durian Industries Ltd.)**

**Jharkhand& Bihar**

*Overseeing Sales, Marketing, Business Development, Client Relationship Management; handling key accounts such as Telecom, Ordanance Factory, etc.; key clients like Essar, GSEG, GSPCL, L&T, NTPC, KRIBHCO, KAPPS, etc. for the entire South Gujarat; with one Sales Officer, one Service Engineer and one Helper. Overseeing sales and marketing business development in Jharkhand and bihar key clients like Hindalco,Jindal, Essar, Govt sectors Banking Insurance state govt.*

**Chief Accomplishments;**

* Distinction in opening the new new accounts; managed the retail sector.
* Oversaw the Surat Branch; handling business of 20 Lakhs was converted to 77 Lakhs in the year 2006
* Successfully generated business for the company 2005-2006 February & March; secured business of 27 Lakhs for the company.
* Posted in Ghaziabad in 2004; bagged 30 Lakhs of business where the company the company was generated zero business; in 2004-2005; did 48 Lakhs from Ghaziabad the same place.
* Successfully done business worth Rs. 77 Lakhs last year; projection for this year is Rs. 1.15 Crores.
* Astutely handled the retail market operations; acquired 30 new accounts.
* Key clients developed like Essar Steel, Cairns Energy & Banking Sector.
* Marketing initiatives undertaken like developing key accounts, maintaining good relationship with all customers.
* Bagged Long Service Award in 2006.
* In Durian Best branch sales growth award got in 2009-2010.
* In Durian got circle of Excellence in 2016-2017
* In2007- 2008 Business was Rs.9 lacs done by the dealer. After that it has reached to 5 crore
* In 2018 -2019 Business was Rs.7.crore from Jharkhand.

***Commenced career from Feb’93-Jan’96 with La Vision Pvt. Ltd., Ranchi as Sales Executive.***

**ACADEMIC CREDENTIALS: B.A {English Honours}** from Ranchi College, Ranchi Jharkhand in 1993.

**IT CREDENTIALS: Ms-Office** from Zed Carrier Academy Branch, Ranchi in 2002.

**PERSONAL VITAE**

Date of Birth : 12th March 1970

Address : D-9, USHA NARESH, Road No: 3,

Vidya Nagar, Harmu, Ranchi

834002 Jharkhand

Preferred Location : Eastern Region including North East.

REFERENCE : 1. Mr S.P.Verma Cheif Manager Allahabad Bank (Elder Brother)

2. Mr. R.P.Verma Income Tax officer (Elder Brother)

3. Mr. K.R. Chandra Dy.G.M. NABARD (Cousin Brother)

Signature

Dated: 01/09/2019