***Mr. Rahul R. Pandey***

**Aurangabad Naka**

**Near Apollo Hospital**

**Opp Mahalaxmi Apt,**

**Nashik,**

**State-Maharashtra**

**Cell*: \* 0091-9665246966\****

***0091-7666798759***

**Email-**[***rahhulpandey108@gmail.com***](mailto:rahhulpandey108@gmail.com)***.***

***rahuulpandey1986@gmail.com***

**Carrier Objective :**

***Seeking challenging environment that encourages learning and creativity to provide exposure to new ideas and stimulates personal and professional growth with lots of scope for self - development*.**

**Educational Qualifications:**

|  |  |
| --- | --- |
| ***Qualification:*** | ***University/Board*** |
| ***Post- Graduation Program (M.B.A) in Marketing*** | ***IIP*** |
| ***B. Com (Bachelor of Commerce)*** | ***Mumbai University*** |
| ***H.S.C. (Higher Secondary Certification)*** | ***Pune Board*** |
| ***S.S.C. (Secondary School, Certification*** | ***Pune Board*** |

**Personal Details:**

|  |  |
| --- | --- |
| ***Name:*** | ***Rahul Pandey*** |
| ***Gender:*** | ***Male*** |
| ***DOB:***  ***Marital-Status*** | ***29th May 1986***  ***Married*** |
| ***Languages known:*** | ***Hindi, English, Gujarati ,Marathi.*** |
| ***Hobbies:*** | ***Swimming, Cricket, Cooking*** |
| ***IT Skills:*** | ***Basics, MS Office, Excel, Power point.*** |

**Work Experience:**

* **Currently working as a Sales Manager in Globuz.Inc.**

**(From Sept-2019 till May)**

* **Globuz.Inc it’s** an BTL Advertising Co with the **Patented Products & displays**, with existing clients i.e***. Abbott, India-bulls financial services, J.P Morgan, Ambuja Cement, Bombay dyeing & Mfg. Co.ltd, SBI Capitals, Ajanta Pharmacy, Glen-mark Pharmaceuticals***, ***Novartis, ICICI Bank, Ceat-tyres,Nissan-Motors,***& Many More
* Made recommendations for customers considering various Advertising, Promotion, Branding, Dispensing, launching of the new product from Table- Tops, to Life-Sizes which is fully customized from half feet to 7-8 feet, providing right solutions with innovative and effective designs.
* Managed in-person, over-the-phone, personal meetings and email inquiries in a timely manner
* Arrange meetings with the **purchase-manager, product-manager, group-manager** regarding the products and presentations for their products.
* To be an interface between the customer and internal support teams to ensure that the customer receives the best possible service from the company
* **Worked as a Business Development Manager In Paytronic Network Pvt.Ltd.**

**(From August-2016 to Sept-2019.)**

* Meeting monthly Sales-Targets & generate lead.
* Handling team training them with the new products and with clients.
* Managed & build client base through referrals from existing clients
* Participate in new product development, marketing, and training.
* Liaising with the Hoteliers & Restaurateurs and Medicals for their new business.
* Making App and also registering the App on Google Play store.
* Also developing new marketing strategies for hotels business.
* **Worked as a KAM (POS-Machine-Sales) Merchant Acquiring in HDFC Bank. (September-2014 to July-2016)**
* Meeting monthly Sales-Targets & generate lead.
* Made recommendations for customers considering various banking products.
* Managed in-person, over-the-phone, personal meetings and email inquiries in a timely manner
* Responsible for developing the Merchants business portfolio through internal and external calling efforts to prospect and existing customers. In addition, provided day to day branch operations support and managed the branch as needed.
* Managed portfolio of business clients with support to 6 branches, build client base through referrals from existing clients
* Manage and Grow Existing Client Relationships.
* **Worked as Assistant Sales Manager India-Mart Intermesh Ltd.**

**(From Jan-2012 to June-2014)**

* To manage time and work flow and create effective client meeting plans.
* To generate leads along with assigned team & Identify decision makers within targeted leads and initiate the sales process.
* To penetrate all targeted key accounts and originate up-selling opportunities for the company’s products and services
* To set up and deliver sales presentations, product/service demonstrations on daily basis.
* Will be responsible for key client retention, per key client revenue optimization & renewals.
* To be an interface between the customer and internal support teams to ensure that the customer receives the best possible service from the company.
* Closely monitoring of work in progress, customer complaints and accounts receivables.
* Achievement of monthly, quarterly & yearly business plan.
* **Worked as a Sales Executive in Giriraj Construction.co From**

**(Nov-2009 to December-2011)**

* Handling Sales.
* Meeting monthly Sales-Targets & generate lead.
* Co-coordinating with different vendors & Building material suppliers.
* Supervise the labors at the sites.
* Have worked at more than 8 Construction projects.
* Worked with the professionals like architect and site supervisors for mitigating unforeseen technical issues at the construction site

**Declaration:**

***I hereby declare that all the statements made in the above application are true and correct to the best of my knowledge and belief.***

***Mr. Rahul R. Pandey***