**DEEPESH SRIVASTAVA**

**Flat No. 1647 , Skardi Society ,NH-24, GT Road Ghaziabad(UP)**

E-mail: contactdeepesh@yahoo.com, Mob-9643941119 , 7897177351

**Seeking assignments in Sales & Marketing, Business Development, Client Relationship Management with a reputed organization**

**PROFESSIONAL PROFILE**

* A dynamic professional with **around 31 years of** experience in Strategic Planning, Sales & Marketing, Business Development, Channel Management & Client Relations Management.
* Demonstrated abilities in expanding the market, brand building and generating new business and targeting the potential customers.
* Hands on experience in exploring & developing new markets, appointing channel partners, arranging finance for clients, accelerating growth and achieving desired sales goals.
* An innate flair for accepting challenges with entrepreneurship abilities in managing & leading sales functions and achieving desired targets.
* Skilled in managing teams to work in sync with the corporate set parameters & motivating them for achieving business and individual goals.
* An effective communicator with good presentation skills and abilities in forging business partnerships with dealers & channel partners.

**PROFICIENCY FORTE**

*Strategic Planning*

* Establishing corporate strategies and budgets for achievement of top line & bottom line targets.
* Projecting the monthly sales, fixing the sales & collection targets for the sales team.
* Managing various functions involved in arranging finance for the vehicles for enhancing client satisfaction and sales.

*Sales and Marketing*

* Running the sales and marketing operations & accountable for increasing sales growth and driving sales initiatives in order to achieve business goals.
* Identifying prospective clients, generating business from the existing clientele, thereby achieving the business targets.

*Business Development*

* Conducting competitor analysis & competency mapping for keeping abreast of market trends and competitor moves to achieve market share metrics.
* Identifying and developing new streams for revenue growth and maintaining relationships with customers to achieve repeat/ referral business.

*Channel & Distribution Management*

* Recognizing and establishing financially strong and reliable channel partners for deeper market penetration; providing training & direction to channel partners for ensuring quality performance.
* Conducting demand forecasting & managing inventory, ensuring optimum inventory levels with channel partners to ensure timely deliveries to the customers.

*Customer Relationship Management*

* Managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms.
* Addressing clients’ complaint &undertaking steps for effectively resolving them.
* Interacting with the customers to gather feedback regarding product satisfaction.

*Team Management*

* Recruiting, mentoring, training and development of the field functionaries to ensure the sales and operational efficiency.
* Creating and sustaining a dynamic environment that fosters development opportunities and motivates high performance amongst team members.

**CAREER CONTOUR**

**Presently working with SEMCO INFRATECH PVT LTD based at Delhi ( August’23 onwards ) , as Head-Sales & Business Development handling Pan India Operations in B2B segments with Current Team Size of 11 Sales Engineers & 5 others backend support for Sales Administrations .**

**Products Handling ----Automation Machines & Assembly Testing & manufacturing Equipment’s for making Lithium Ion Batteries**

**Since March’’2020 till July’23 Saera Auto Electric Pvt LTD ( Mayuri Brand of E-Rickshaw ,E-Auto E-2W , Swapping & Charging Stations –Lithium Ion ) As General Manager –Network & Business Development —Pan India Operations( Present Business 3300 Vehicles pm)**

**Handling All E-Rickshaw Models through Channel Sales/ Institutional Sales/ Tender Business**

**Team Size –4 RSM , 19 ASM**

**Expanding the Distribution Network/Channel Partners /DODO Business Model Pan India**

**Since April’2016 till Feb’2020 Hella India LTD -Gurgaon ( A German Based Company ) Sales Head- Based at Gurgaon Handling Pan India operations**

**Products Handled—Automotive business ( Battery Division ) through Channel Sales and Institutional business.**

**Handling turn over of approx 250 CR.( 200 CR through Channel Distribution.**

**Team Size- 2 BSM , 8 TSMs, 2 Service Head Sales Target Value-12CR PA**

**Area Of Operation Pan India ( Presently Focussing South/Maharashtra/North/UP/Mumbai**

**Job Description**

**Responsible for the development & performance of all sales activities in the assigned market.**

**Achieve targeted revenue, profitability all set in the budget.**

**Assist in the development and implementation of marketing plans as needed**

**Adheres to all company policies, procedures, and business ethics codes& ensure that are properly communicated & implemented within the team & with customers.**

**Maintains contacts with all clients in regular intervals in the market to ensure high level of satisfaction.**

**Establishes plans & strategies to expand the customer.**

**Proven leadership and strong ability to handle sales team.**

**September’2014 to March’2016 Eastman Auto & Power LTD , Gurgaon DGM-Sales**

**Solar Panels, PVT Kilowatt Business/Megawatt Solar Projects/Turnkey key Projects**

**Accountabilities:**

* Managing Sales for the UP/MP/CG/ with a team of 2 ASM, 09 sales executives at different HQ.
* Planning annual targets for growth; conducting dealership reviews & weeding non performing dealer.
* Implementation and control on administrative works and budgetary matters related to my Zone
* Designing and Modifying Sales promotional activities to ensure implementation of sales / Commercial policy in the market.

**Highlights:**

* Continuously achieved given target on average of 118%.
* Key Accounts handled: MP Irrigation department, KisanBazar Chatisgarh Police department.
* New products handled: Tractor , OEMs batteries
* Appointed customer care service centre at 4 locations in MP and CG.

**March’2007 to August’2014 Tata Autocomp GY Batteries LTD Indore(MP & CG) Branch Manager and left as Zonal Head**

. Managing Sales of the company, in MP/CG

. Instrumentation in appointing new Dealers/Distributors in the territory

. Generated business growth over past few years in incremental curve.

**Mar’97 –FEB’’07(9 years ) Baron International Limited Branch Manager, Lucknow**

(Akai, AIWA Color TV and Hi-Fi music System) Area of operation UP/UK

**Accountabilities:**

* Managing sales and segment-wise targets in Eastern & Central UP with 9 Sales and Administrative Staff

**Highlights:**

* Continuously achieved the collection target as well as sales target in 1998,2000,2001 and 2002
* Managed a wider territory with Dealers, Distributors and LML for better market penetration.
* New products handled: Low priced Flat TV, Hifi music System
* Appointed service franchisee at all districts for all brands under one roof.
* Received the **Sikander-E-Azam** Award for being the best in sales and fastest realization of the branch collection.

**PREVIOUS ASSIGNMENTS**

**Jan’90 – Feb-97( 7Years) Garware Paints Ltd.**

**Sales Officer, Varanasi /Jalandhar** *Area of Operation - Varanasi Region***(EUP-2)**

**Punjab**

**SCHOLASTICS**

PGDMM Institute-IGNOU 1997

B.Com (Hons) Institute-Sambalpur University, Orissa 1988

**PERSONAL PROFILE**

Date of Birth 27th September 1966

Languages Known English/Hindi/Oriya

DeepeshSrivastava