



Shubham Sain

Area Development Manager

High-achieving Business Development Manager offering 4+-year track record of success improving sales and growing company customer base through effective program management, strategic planning and team leadership.

✉ shubhamsain216@gmail.com

☎ 8949081083

📍 Jaipur, India

WORK EXPERIENCE

Area Sales Manager

Stanvac Chemicals India Ltd

05/2023 - Present

Jaipur

Achievements/Tasks

- Handling Electrical, civil maintenance mainly in Cement Plant, Power Plant, Manufacturing Plant
- Handling Dealer partner

Area Development Manager

Wuerth India Pvt Ltd

09/2021 - 06/2023

Alwar, Bharatpur, Bhiwadi,
Chittorgarh, Bhilwara

Known German brand in automobile industry

Achievements/Tasks

- Handling Automotive industry, Industrial client, Automobile Dealership, Channel partner, Dealer for achieve the target for range of chemical, tools, equipment.
- Handling payment collection.

Account Manager

Bharti Airtel

04/2021 - 09/2021

Jaipur

Achievements/Tasks

- Handling B2B Telecom Sales
- Revenue Generation
- Key Account management

Senior Executive

Indiamart intermesh Ltd.

02/2019 - 11/2020

Ahmedabad

Client service division

Achievements/Tasks

- Aligned organizational objectives with company mission, increasing revenue, profit and business growth by collaboratively developing integrated strategies.
- Worked to build relationships with corporate Client, Industrial customer and SME client for additional upsales.
- Listened to clients and developed solutions to satisfy business and personal needs.

ACHIEVEMENTS

Bagged 2nd prize in science quiz competition.

Runner up of 'Aptitude Wizard' in University.

Certificate level A in NCC Naval branch.

SKILLS

Business Development

Cold Calling

Lead Generation

Revenue Generation

Team work

Key Account Management

Leadership

PROJECTS

NASA HERC-2017 (10/2016 - 04/2017)

- Manufacturing & Financial Management

Go-Kart Design Challenge (09/2015 - 02/2016)

- Power Transmission head

EDUCATION

Bachelor's of Engineering (ME)

Chandigarh University

07/2014 - 05/2018

7.05 CGPA

Courses

- Thermal Engineering
- Renewable Energy

Higher Secondary

Rose Public School

04/2010 - 05/2013

71 Percentage (RBSE)

Courses

- PCM with English

LANGUAGES

English



Hindi



Regional



INTERESTS

Video Games

Reading

Logical Reasoning

Traveling