

DINESH KHANDUJA

Mobile 9717728610

SUMMARY

Rich experience in Sales and Marketing more than 10 years in various Products which are used in Buildings Construction, Interiors goods and Sanitary wares. With Comprehensive background leading all aspects of planning, Branding, distribution Channel, Retail etc. Result Oriented with proven the success of management as well as personal. Try to generate and increase the revenue for management.

Objective

Very proficient, creative and energetic, as leader seeking as challenging position which utilize my sales, business development and operation experience and that allow me to grow both financially & Professionally.

**Presently working with M/S B & M water Tower Industries
From August 2021**

Company manufacture the Stainless Water Tank with the brand of H2O Plus and trading the domestic market.

I am responsible of sales and prepare the strategies to enhance the sales. Appointing & meet the dealers for establish the sales chain. Meet the potential client for awareness of our product as well as convert the lead into sales Doing sales and working out strategies to execute the plan. Prepare the chain of whole sellers, dealers & distributors. Maintaining the ratio of Demands Constantly expanding sales and revenue for company. Follow for payment and Set the selling terms & as well as discounts which we have been spend towards our dealers & Whole seller's.

Work History

Years April 2014 To July 2021	-North India Sales Head -Acoster Exim Pvt Ltd.
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Job Profile

Worked in ACOSTER which are Import Base PVC gypsum tile and T grid bar solutions system.

I am responsible for planning the marketing activities in conjunction with company's growth plan and working out strategies to execute the plan. Utilize business development/sales skills at a progressive organization where these skills can make a

significant impact on the bottom line. Identifying potential customers in the market & Prepare the chain of whole seller, distributors and end user Clients. Comparing products and their substitutes based on a range of criteria Communicated with clients and merchants to improve and develop business relationships cordially, in addition to maintaining constant follow-up on their feedback. Client surveys for sales projects. Evaluated the several areas of improvement in current sales techniques.

Year Feb 2013 - Sr. Sales manager.
to March 2014 - Agnus International

Job Profile

Worked with Agnus International which are manufacture the Stainles Steel Water Tanks. And handing and manage for build up the product as a brand in domestic Markets. For this we had started the campaign as well as participate in exhibition so that market can aware for this Products.

Also Identifying potential customers in the market & Prepare the chain of whole seller. Distributer and end user clients. Maintaining the ratio of Demands Constantly expanding sales and revenue for company.

Year 2010 - Sr. Sales Manager
to Jan 2013 - Maruti Mechanical (INDIA)

Job Profile

Worked with Maruti Mechanical (INDIA) which are manufacture the Stainless Steel Water Tanks. That's new product in market so first I focus the advertising through electronic media as well as paper media.
We organizing the campaign exhibition and documentary.

Additionally meet to client locations to participate in sales presentations and product demos. Visited & Making new Customer / Retailers/whole sellers Customers.

PERSONAL INFORMATION

MARTIAL STATUS : MARRIED.
NATIONALITY : INDIAN

ACADEMIC QUALIFICATIONS

-Bachelor's Degree in Commerce from University of Delhi.

-Senior Secondary School from CBSE Delhi

-Computer Savy with Internet works & Social Media Network.

ADDRESS

- Rohini, New Delhi - 110085

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