

MARKETING PROFESSIONAL WITH 8+YEARS OF EXPERIENCE

Amit Pareek

pareekamit8778@gmail.com

8168723414



SUMMARY

Experience in B2B sales of various products and services like Pharmaceuticals, consumer goods, chemicals and mostly building materials including residential, commercial and industrial.

CAREER OBJECTIVE

Looking for a challenging role in areas of sales and marketing, new business development, client relations and sales management. All aimed offcourse, at increasing profitability for the employer, that I work with, enhancing the customer experience of it's clients and greater financial success for myself.

SKILLS

Skills achieved during the course of my career

- Excellent sales and negotiation skills
- Good business sense
- The ability to motivate and lead a team
- Initiative and enthusiasm
- Excellent communication and 'people skills'
- Good planning and organisational skills
- The ability to work calmly under pressure
- Good Email, budget and report writing skills
- A full driving licence

EXPERIENCE

Jan-2020 - Till Today

Area Sales Manager

URBAN PAINTS

Managing, training, and providing overall guidance to the sales team of an assigned territory.

Create New Distributor for our products and enhance Sales in assign territory

Setting reasonable sales targets to be achieved by the sales team.

Monitoring the performance of the sales team and motivating members to meet or exceed sales targets.

Collecting customer feedback and providing updates to senior management.

Traveling to potential and existing customers within an assigned sales area to present company offerings and build brand awareness.

Utilising outbound telephone calls, email communications, and face-to-face meetings with customers to close sales.

Developing and sustaining long-term relationships with customers.

Implementing a sales management process to assist the sales team in identifying and prioritising key customers and prospects.

Nov-2018 - Dec-2019

Sr Sales Executive

Bharat Overseas (Authorised Distributor of HP Lubricants)

Cultivating solid relationships with major customers to ensure a continuous flow of sales revenue.

Identifying promising prospects through cold-calling, networking, and customer referrals.

Ensuring that all sales administration and customer service activities run smoothly.

Providing overall guidance to newly-recruited Sales Representatives.

Maintaining accurate records of the total number of sales made, potential and existing customers, as well as sales employee performance evaluations.

Assisting newly-recruited or less experienced Sales Representatives in answering technical questions posed by customers.

Analyzing sales metrics to determine whether current sales strategies are effective.

Conducting in-depth research on competitors' products, pricing, and market success to gain insight into customer preferences and interests.

Jun-2014 - Nov-2018

Manager

DEEPAK CEMENT AGENCY

Deepak Cement Agency was authorised Distributor of some national brands like JK white cement works, Jai Durga plaster, Dr fixit, Wembley and many more.

Working as a manager I had to manage whole business including Purchase, Sale, Finance, Banking, Day to Day operations, Inventory and Stock, Bookkeeping and workers.

We had 60+ retail hardware counters in Bahadurgarh where we sell them.

Our Annual Sales was 4Cr to 5Cr.

Jun-2012 - Jun-2014

Sales Manager

PHARMA DESTRIIBUTOR KOLKATA

Working at Pharma Destributor I had to sale bulk medicine to wholesale buyers.

This was my close relative business where we purchase from Delhi and sell at Kolkata medicine market.

This was my first business job I had done and learn how to take business from market.

EDUCATION

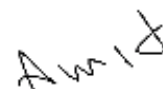
Degree/Course	Year of Passing
Mba Zad institute , Lovely Professional University	2014
B.com Govt college of Bahadurgarh , Maharishi Dayanand University	2012
12th Modern Sr Sec School , HBSE	2009
10th Modern Sr Sec School , HBSE	2007

PERSONAL DETAILS

Address	House No 328/27, Gali No 5, Shaktinagar, Bahadurgarh Bahadurgarh, Haryana, 124507
Date of Birth	16-07-1992
Gender	Male
Nationality	Indian
Marital Status	Single
Languages Known	Hindi, English, Bengali

DECLARATION

I hereby declare that all the above statement given by me is true & correct to the best of my knowledge and belief.



Amit Pareek