

CURRICULUM VITAE

SACHIN SAKSENA

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CAREER OBJECTIVES

Management professional with hands on practice of business disciplines from rapidly changing industry sectors and international markets where improving performance is vital to building profitability.

Strong strategic planning and organizational skills, practical experience of building teams, and motivated by a performance management culture.

SOFT SKILLS

An optimist, good communication skills, desire to learn and be trained, adaptability, good attitude, honesty, reliability, flexibility, team skills.

ACADEMIC/PROFESSIONAL QUALIFICATIONS

- MBA with 62%, from M.S.Ramaiah Management Institute, Bangalore specialization MARKETING & FINANCE through MYSORE UNIVERSITY – August 2013
- Bachelor of Computer Application from Amrapali Institute of Management and Technology ,Haldwani with 62% under KUMAUN UNIVERSITY- August 2011
- XII Class with 62%, U.P. State Board of School Education – 2008
- X Class with 60%, U.P. State Board of School Education – 2006

COMPUTER SKILLS:

- Operating system – Windows -7,& XP Professional
- Windows fundamental, Internet & E-mails
- M.S Office -2003 & 2007 (Word, PowerPoint, Excel)

PROJECT/INTERNSHIP

- An organizational study at Kotak Mahindra bank on mutual fund process in marketing, Uttarakhand, 2012
- Professional Management.
- Fund Ownership.

Professional Experience

Current Employer-

Orient Bell Limited working as Senior Area Sales Manager in Channel and Project Sales of Rudrapur Headquarter (Kumaun Region, Uttarakhand) and Some parts of (UP West) from July 2022

- **Key Competencies**
 1. Planning and strategizing
 2. Adaptability
 3. Negotiation skills

- 4.Stress tolerance
- 5.Goal driven
- 6.Netwok Expansion
- 7.Architect and Builder Lobby
- 8-Government and Private Projects
- 9-Marketin/Branding Activities(Mission Meets/Sessional Activity/Personally Activities) etc.
- 10-Problem Solving of Channel Partners etc(Breakage/Shade Variation/Tiles Variation etc)
- 11-Policies making quarterly wise on Targets for better Growth

Previous Employer-

Kajaria Ceramics Limited working as Area Sales Manager in Channel and Project Sales of Moradabad Headquarter and (UP West) from April 2019

- **Key Competencies**
 - 1.Planning and strategizing
 - 2.Adaptability
 - 3.Negotiation skills
 - 4.Stress tolerance
 - 5.Goal driven
 - 6.Netwok Expansion

Previous Employer

Century Plyboards India LTD working as Senior Sales Executive in Trade and Project Sales of Haridwar Headquarter and (UP West) from June 2016 till Feb 2019

- **Key Competencies**
 - 1.Planning and strategizing
 - 2.Adaptability
 - 3.Negotiation skills
 - 4.Stress tolerance
 - 5.Goal driven
 - 6.Netwok Expansion, Kitty Adjustment for Dealers

Previous Employer

HSIL Ltd working as Territory Manager in Project Sales of Dehradun all (Uttrakhand) from Feb 2015 till Apr 2016

- **Key Competencies**
 - 1.Planning and strategizing
 - 2.Adaptability
 - 3.Negotiation skills
 - 4.Stress tolerance
 - 5.Goal driven

6. Work along with top listed Government Projects

- **Previous Employer**

- **Polycab Wires Pvt Ltd** working as Sales Executive of all Kumaun (Uttarakhand)from Dec- 2013 till January 2015

- **Key Competencies**

- 1.Planning and strategizing
 - 2.Persuasiveness
 - 3.Adaptability
 - 4.Verbal and written communication
 - 5.Negotiation skills
 - 6.Stress tolerance
 - 7.Goal driven
- Other skills:
 - 8- Computer knowledge: MS office/Internet
 - 9- Personality Traits
 - 10- Good written and verbal communication skills

ACHIEVEMENTS

- Participated in National Conference titled “Challenges and Opportunities for Business in the New Millennium” and presented a paper titled “EXPECTATIONS AND DELIVERANCE”-2011
- FIRST position in (College level presentation competition) on the topic Motivational effect on employee’s performance
- Participated in Management Fest at M S RAMAIAH college and PESIT Institute of Technology
- National Certificate In RGCSM(RAJIV GANDHI COMPUTER SAKSHARTA MISSION)
- National Certificate In NSS(NATIONAL SCHEME SERVICE)
- Participated in THE BIG BAZAR- 5 DAYS MAHA SAVINGS program (08th-15th August 2011)

EXTRA-CURRICULAR ACTIVITIES

- Participated in STATE BATMINTON ONE DAY GAME organized by STATE committee
- Won many CROSS DISTRICT RACES during School and College
- Won many LONG JUMP held during Annual Athletic Meet at School
- Senior Leader In NSS 2011

PERSONAL DETAILS

DOB: 19th APRIL, 1990

Fathers Name: Mr.HARI SHANKAR SAKSENA

Mothers Name: Mrs. SADHNA SAKSENA

Gender: Male

Languages known: English, Hindi

Nationality: Indian

Marital Status Married

Permanent Address: WARD NO 2, GANDHI COLONY, NEAR CINEMA ROAD DISTRICT (U.S.N), POST OFFICE GADARPUR,
UTTRAKHAND, PINCODE-263152