

Rajesh Tomar

Faridabad, 121001 | 9999499052

k.rajeshtomar@gmail.com

A professional with 8years of experience in business development & client relationship management

EXPERIENCE

Key Account Manager

Oct 2020 - Present

Tradition Prime, New Delhi

- ☐ Ensuring make approval with Consultants in projects & getting references, site visits/PMC/Interior designing firms/Architects/NBCC/C.P.W.D/ESIC/D.D.A/PWD/Hotels (PAN India).
- ☐ Develop trust relationships with the portfolio of major clients to ensure they do not turn to competition.
- ☐ Acquire a thorough understanding of key customer needs & requirement.
- ☐ Play an integral part in generating new sales that will turn into long lasting relationships.
- ☐ Arrange business meetings with prospective clients.
- ☐ Promote the company products addressing or predicting client's objectives.

Achievements:

- ☐ WTC Naroji Nagar (SS Railings) – 1 Cr.
- ☐ ISRO(Ahemdabad,Thaltej) – 2.5 lakhs
- ☐ Sarojini Naagr (SS Railings) – 4 Cr.
- ☐ Muzaffarnagar Medical College (SS Railings) – 18 Lakhs

Marketing Manager

Jan 2017 - Aug 2020

RTS Engineers, New Delhi

- ☐ Meeting Architects, Interior Designers, Contractors, Sub Contractors.
Techno Commercial discussion with Customers
- ☐ Preparation & Approvals of drawings (Schematic & Shop Drawings).
- ☐ Getting the products & systems specified in Tenders (Government & Private).
- ☐ Closure of Order (Commercially & Technically).

Achievements:

- ☐ M3M Marina(Greenheck fans) – 13.5 lakhs.
- ☐ Ceat Chennai(Greenheck fans) – 68 lakhs
- ☐ Sarovar Portico (Green Park, Heat Pump) - 3 Lakhs.
- ☐ Greenheck Fans(D.D.A) – 36 Lakhs

Business Development Manager

Feb 2014 - Dec 2016

Careco Services Pvt Ltd, New Delhi

- ☐ Meeting Architects, Interior Designers, Contractors, Sub Contractors.
- ☐ Preparation of commercial order.
- ☐ Techno Commercial discussion with Customers
- ☐ Preparation & Approvals of drawings (Schematic & Shop Drawings).
- ☐ Getting the products & systems specified in Tenders (Government & Private).
- ☐ Closure of Order (Commercially & Technically).
- ☐ Handling Administration and Trade dealing.

- ☐ Interact & co-ordinate with vendor's.
- ☐ Ensure complete customer satisfaction with regards to after sale service and maintenance contracts.
- ☐ Responsible for entire activities related to AMC and complaints during warranty period of company's entire products.

Achievements:

- ☐ Alliance Merchandising (Okhla) --- 90 Tonnes.
- ☐ Domino Printech (Manesar) ---100 Tonnes.
- ☐ Royal Square (Neemrana) --- 350 Tonnes
- ☐ AMC for CAMS (Delhi,Gurgaon,NOIDA) --- worth INR 5,00,000
- ☐ AMC for Diwan Saheb (South Ext. Delhi) --- worth INR 1,20,000

Business Development Manager

Dec 2011 - Jan 2014

Sun Electronics, New Delhi

- ☐ Preparing the samples according to the client's specifications & getting the same approved
- ☐ Adopt a team approach i.e. work with others in pursuing common goals.
- ☐ Ensuring the timely deliveries of the goods (components) from the factory to the clients.
- ☐ Total tracking of the process along with the execution team, ensuring the proper execution of the process in terms of PO, PI preparation, deliveries of the goods, & payments.
- ☐ Building & maintaining healthy relation with clients ensuring the customer satisfaction by ensuring delivery & service quality.

Achievements:

- ☐ Rangsons Electronics --- Order worth \$ 20,000.
- ☐ Tejas Networks --- Order worth \$ 90,000.
- ☐ APC Bangalore --- Order worth \$ 33,000.

EDUCATION

Bachelor of Science (B.Sc.) - Computer Science

Apr 2002 - Jul 2004

Punjab Technical University, Jalandhar

Diploma - Mechanical Engineering

Jun 1996 - Jul 1999

B.T.E, New Delhi

SKILLS

Client Relationship management, Business Development