**KESHAV SINGH SOLAM **

**ADDRESS:** 276 Naharpur Village Sec-7 Rohini Delhi-110085

**Email**:keshavsinghsolam@gmail.com, 8920461642/ 8882462314

**PERSONAL** **DETAIL**:

NAME : KESHAV S.S

POSTAPPLIED FOR : Regional Sales Manager Retail Sales

DATE OF BIRTH : 7TH Oct. 1970.

MARTIAL STATUS : Married

# EDUCATIONAL QUALIFICATION:

1. M.A in Economic- from –MJP-Rohilkhand. UNIVERSITY.
2. 1 Years diploma in Export & Import Management from Indian Institute of Export Import Management, D. N. Road, Mumbai.
3. Ms-office in Computer’ of all operating system.

LANGUAGE KNOWN: English, Hindi Marathi Gujrati.

**EXPERTIES B2B dealer and projects and Retail sales channel marketing.**

**From 2017 to Jan 2021 worked with Ishan Ceramic Private limited Morbi Gujrat**

Sales and marketing of ceramics tiles.

**The company is based at Morbi Gujarat. Work location for Morbi and North Zone, with covered territory Delhi NCR East/west Uttar Pradesh.**

**The company is manufacturing ceramics tiles and sanitary products.**

\*.At Present I am freelancer working for Indian \*granite and marble stone karwa stone kishangad rajsthan.and

\*MGTstone co-IRAN for various products product of terventine, Onex and more.

**Note: I can relocate at your Vadodara location and market to Gujrat Maharashtra**

2: Channel Sales through retail distribution and project sales.

3. Institution and government by procurement online/offline tender sales and brands listing.

**Lead gernate** of key customer architects consultant channel, sales and approvals with various large and small industrial houses in private sector/builders/ PSU/SEZ, Bank / IT companies, hotels, hospitals, all state/central Government authority like PWD/CPWD/**education institutions** corporate construction company contractor like SPMG/.B.G.shirke /L&T ltd many more.

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**Business**, products presentation and sales strategy in competitive market analysis, networking through productive data searching by various marketing sources news/internet /exhibition and over all enquiry from new and exits client.-

TEAMLEAD:

\*Sales Teams of 4-5 ASM label experts \*execution teams, of 10to15 listed Contractors for execution team work force. Approx. 30-40 experts

Deal with products range architectural, ceiling flooring, electrical, sanitary modular furniture

# PREVIOUS WORK HISTORY: Career in below company:

1: I had started career as a sales executive in 1996 to 2003 with **M/s Shri Balaji Enterprises –** For period of 7 yrs. in same there I got two times promotion at last Area sales manager.

The Company is manufacturing of architectural products and solution.

2: Worked from 2004 to 2007, Sales Manager, **M/s D.G.FALSE FLOORING TECHNOLOGY P.LTD.Mumbai**

The Company is manufacturing of **ceiling/flooring, and cable treys** products and solution.

3: Worked with, **M/S. EURO FLOOR- MNC Associated of UNIFLAIR SPA (ITALY).**from Sep2007-to May2013, Marketing Manager-post at Mumbai for west and north part of India.

The Company is manufacturing of PAC in HVAC access floor products, projects solution.

4: Worked with M**/s: Homdec lighting India Pvt. ltd.** As a National SalesManager, from

June 2013 to APL.2015. At Site -IV-Sahibabad Ghaziabad U.P.

The Company Manufacturing of outdoor lighting solution. Electrical products are modern poles fixture heritage lights of outdoor lightin**g s**olutions**.**

Work location of all metro city of Maharashtra-Gujrat l for Government projects Sales.

Ishan Céramic Pvt.ltd, with Salary fixed component : 40000/pm, in Hand +expansés as actual

CTC : 6.5 LPA.+ Sales commission extra

PLACE: Delhi

*Date: 13/04/2022* KESHAV SINGH SOLAM

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