Rohit Sharma

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Seeking to be a part of an organization where there is a scope for applying my knowledge and skills and also thrive towards an overall development and excellence.

**ORGANISATIONAL EXPERIENCE**

**KAJARIA CERAMICS LTD. From 25th January 2017 to 31 March 2022 as Area Sales Executive.**

**Roles and Responsibilities:-**

* Retail as well as Institutional Sales,
* Projects Sales,
* Developing and appointing new channel partners to extend product reach in market,
* Assessing Market Potential, Sales Forecasting and Fixing area wise Sales Target,
* Plan strategy for achieving Sales Target,
* Promoting products with Architects, Builders and Contractors,
* Planning and executing Sales Promotional activities,
* Customer complaints handling,
* Organizing Architects and Mason meets,
* Responsible for company brand and product visibility at dealers outlet.

**KAJARIA GALAXY, Panipat – April 2014 To January 2017, as Showroom Executive.**

**Roles and Responsibilities:-**

* To generate sales,
* To coordinate with sales team,
* Increasing visibility at outlet via Proper Display,
* To Arranging meetings with potential clients,
* Ensuring timely delivery,
* To Follow running and upcoming projects,
* Co-ordinate for Processing of Orders and Complaint Handling.

**EDUCATION**

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| --- | --- | --- | --- |
| **Qualification** | **Institute/University/Board** | **Year** | |
| M.B.A  B. COM | Lovely Professional University, Phagwara  Kurukeshtra University, Kurukshetra  Haryana Board of Secondary Eductation  Haryana Board of Secondary Eductation | | Pursuing  2015  2012  2010 |
| Higher Secondary |
| Secondary |

**COMPUTER APPLICATIONS**

* Basic Knowledge,
* MS Office,
* Tally Erp9.

**PERSONALITY TRAITS**

* Can work in any adverse condition.
* Communication and Interpersonal skill.
* A team player.
* Possess leadership qualities.
* Following achievements with positive results.

**PERSONAL DETAILS**

**Date of Birth :** September 6, 1993

**Permanent Address :** H. No :- 753, Dushyant Nagar, Tehsil Town, Panipat-132103,

Haryana.

**Present Address :** H. No :- 4282, Ram Dairy Street, New Ramesh Nagar, Tehsil Town,

Panipat -132103, Haryana.

**Linguistic Abilities :** English and Hindi

**Passport :** Yes

**Marital Status :** Married

**Blood Group** **:** O Positive