

# NAMEN BAGHLA

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In quest for assignments in Sales, Marketing and Business development with an organization of repute and to build a long-term career with opportunities for career growth.

## PROFILE SNAPSHOT

A result-oriented professional with 5+ years of experience in **Technical sales, Concept Selling, Brand Marketing, Process Management, Material Procurement**. Goal-driven sales and management professional demonstrating consistent and repeated achievement of business development goals in competitive markets. **Proven ability to identify business opportunities and provide the management and technical expertise to sales team for achieving revenue targets.** **Adeptness** in providing guidance and leadership to staff in accordance with specified program objectives. **Experienced in managing large scale industrial and commercial projects with value of up to Rs. 100 million.**

Strategic manager with strong interpersonal, **Exceptional communication, presentations, mentoring**, problem solving, and decision making with distinguished abilities in leading teams for developing business continuity plans, procedures and service standards for business excellence. **Ability to establish and maintain strong alliances**; lead and motivate teams; drive projects to successful completion; convey complex technical requirements/data; exceed customer expectations and achieve fiscal bottom-line results.

## SCHOLASTICS

INDIAN INSTITUTE OF FOREIGN TRADE, NEW DELHI

MASTERS IN INTERNATIONAL BUSINESS (MBA-IB) JUNE 2016

MAHARASHTRA INSTITUTE OF TECHNOLOGY (MIT), PUNE UNIVERSITY, PUNE

BACHELOR OF CIVIL ENGINEERING JUNE 2010

## AREA OF EXPERTISE

### BUSINESS DEVELOPMENT

- ♦ **Initiated Client retention programme which increased sales by 10%.**
- ♦ **Assisting Technical Sales and created concepts for landscaping and water management as per client needs for projects worth of 2 million.**
- ♦ Approaching with HNI's/ Embassy's/ Luxury Hotels/ super luxury bungalows for concept selling as per industry requirements.

### SALES & MARKETING

- ♦ Complete documentation for the projects working to showcase works professionally and profoundly.
- ♦ Developed a WORLD CLASS VIDEO to showcase technology internationally through online marketing.
- ♦ Maintaining Relationships with Clients and Vendor by CRM sheet and digital marketing/ mass mailing.
- ♦ Participation in National Fairs to market the brand name.
- ♦ Worked directly with Design and Sales team to optimize costing by comparing alternates to increase profitability.

### TEAM MANAGEMENT

- ♦ Mapping business requirements and coordinating the development and implementation of processes in line with the pre-set guidelines, spearheading process transition initiatives.
- ♦ Contributed to a work environment that promoted innovation and peak performance by integrating high-performance expectations into everyday business practices and using engineering skills to support the organization's core values and competencies.
- ♦ Analyzed internal processes and recommended and implemented procedural and policy changes to improve operations to attain billing as per work done and maintaining business ethics in entire transaction.
- ♦ Tracking performances of the team members and suggesting areas of improvements, facilitating & imparting training and monitoring the improvements on a continuous basis.

### KEY ACCOUNT MANAGEMENT

- ♦ Integrated functional strategies, utilized business expertise to reach financial and operational objectives.
- ♦ Analyzed internal processes and recommended and implemented procedural and policy changes to improve operations to attain billing as per work done and maintaining business ethics in entire transaction.
- ♦ Supervising all construction activities including providing technical inputs for methodologies of construction & coordination with site management activities.

## **PROJECT MANAGEMENT**

- ♦ Managing cash flows as per project requirement. Liaison with billing and finance for timely payments of Vendors.
- ♦ Anchoring on-site construction activities to ensure completion of project within the time & cost parameter and effective resource utilization to maximize the output.
- ♦ Participate in architectural and engineering planning and design, including space and installation management.
- ♦ **Managed and controlled residential project of worth Rs. 2.5 billion from concepts through to efficient, timely and quality construction, which include liaison with both internal and external clients.**
- ♦ **SAP (MM Module) implementation on Projects to optimize inventory and efficient usage of resources.**

## **CUSTOMER RELATIONSHIP MANAGEMENT & SUPPLIER RELATIONSHIP**

- ♦ Assessing the customer feedback, evaluating areas of improvements & providing critical feedback to the associates on improvements and achieving higher customer satisfaction matrices.
- ♦ Monitoring the overall functioning of processes, identifying improvement areas and implementing adequate measures to maximize customer satisfaction level.
- ♦ Initiated After sales service to retain and increase WOM publicity.
- ♦ Contributed to a work environment that promoted innovation and peak performance by integrating high-performance expectations into everyday business practices and using engineering skills to support the organization's core values and competencies.

## **CHANGE MANAGEMENT / CONTINUOUS IMPROVEMENT PRACTICES**

- ♦ Analyzed internal processes and recommended and implemented procedural and policy changes to improve operations to attain billing as per work done.
- ♦ Improved quality of construction from Vendors by coordinating with site staff.

## **PROFESSIONAL EXPERIENCE**

**M/S GREEN SYSTEMS LIMITED**    MANAGER- PROJECTS | HEAD OFFICE -DELHI | APR 2014- AUG 2015

**M/S CHD DEVELOPERS LIMITED** SR. ENGINEER | CORPORATE H. O. -DELHI | NOV 2012- MAR 2014

**M/s RAMPRASTHA PROMOTERS & DEVELOPERS PVT. LTD.** CIVIL ENGINEER | JULY 2010 - OCT 2012

## **TRAINING EXPERIENCE**

- ♦ Have participated at Workshop on "Negotiation Skills" From confederation of Indian Industry (CII).
- ♦ Have done short training in coordinating & supervising site works from Architect: DESIGN CORE LTD. Jaipur.
- ♦ Have done short course on C & C++ from ITECH Pune.
- ♦ Have participated in BRIDGE ENGINEERING workshop organized by INSTITUTION OF ENGINEERS held in Pune.
- ♦ Have presented paper in INVIGOR'09, EXCELSIOR'09 & INTECHXICATION'08.
- ♦ Have participated in Technical Quiz at INTECHXICATION'08,'09 & TESLA'10.

## **AWARDS AND HONORS**

- ♦ Successfully organized INTERNATIONAL ROBOCON 2008 held at MIT (Pune).
- ♦ Participated and successfully organized Recent Advances in Structural Engineering (RACE) held at MIT (Pune).
- ♦ Successfully organized Annual College gathering ASMITA 2009 - A UNESCO event at MIT (Pune) as Organization Secretary.
- ♦ Participated and successfully organized NIRMITEE 2009 & 2010 (A national level paper presentation meet of Civil Engineering Department) held at MIT.