

Brief

Sales & Marketing

Business Development

Solution Selling

Market Development

Channel Management

Business Planning

Railways Projects

- B.TECH. (E.E.E) with around **5 years of professional experience** with zeal to learn, expand skills and currently seeking a challenging & responsible position in the field of **Security, Automation Industry, PAPIs**.
- Well exposed to Technical Sales & Project life cycle including commercial analysis, requirement analysis & design phase.
- Experience in Business & Sales Planning, Market Research & competition mapping, customer relationship management, key account management, Partner & distributor training, Security Designing & Architecture, Tendering, Pre-Sales, and Technical Presentation & Product Demonstration and Projects.

Professional Experience

Organization	Designation	Duration
Kishore Technologies Pvt. Ltd.	Business Manager	Oct 2019-Till date
A Paul Instruments Co.	Asst. Sales Manager, Railway Vertical	Aug. 2018– Nov2019.
KAPOOR ELECTRICALS	Business Development Manager	July 2015-Aug. 2018

Core Responsibilities

Sales Management

- Work with management to develop and implement business development strategy.
- Coordinate with management and clients to identify business development opportunities with existing and new clients.
- Work with the team to achieve short and long term revenue and profit growth.
- Participate in meetings to report business prospect and status update to management and clients.
- Write bids, proposals, brochures and various other business informational letters.
- Guide, train, and motivate sales team to meet or exceed the sales performance targets.
- Attend client conferences and meeting in order to network with new and existing contacts.
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- Establish strong customer relationship by providing accurate and timely information to customers regarding inquiries such as products, pricing, quotes and issues/concerns.
- Travel to customer sites and trade shows to promote company's products and services.

Project Management

- Complete Project Management with *Techno commercial* activities.
- Accountable for Visiting to the sites for the site survey.
- Process management for generating new project along with *supply , Installation ,Testing and Commissioning of Project*.
- Projects Implementations & Execution.

Operational Management

- Achieving Goals by focusing on technology, methodology and quality to ensure customer a unique advantage.
- Business plan formulation and implementation, design of solution based on marketing programs.
- Making Techno-commercial Proposals, electrical based designing solutions.

Tender Management

- Preparing all tenders of Access Control system, Time attendance systems, Visitor management system and Door interlock systems, CCTV, Boom Barrier, PAPIS, and Fire & Alarm Systems.
- Making BOQ, compliance, solving technical queries and attending pre-bid and price bid meetings.

Strength

- Complete Product knowledge of Access control systems, Time attendance systems, Visitor Management systems, Door interlock Systems, Boom Barrier, PAPIS, Fire & Alarm Systems, CCTV & Alarm integration& Software Solutions.
- Product Knowledge of IP & Analogue Camera, DVR'S, NVR'S, Fire Alarm systems,Turnstiles& sector specific security solutions.
- Accustomed to tight Schedule achieving the most efficient result within high standard of quality control.
- Ability to think critically, Evaluates situations, Make decisions & Solve problems
- Have balanced approach towards life and thirst for learning.
- Team player with leadership qualities.
- Projects Implementation & Execution.

Academia

Exam	Institute	Board/University	Year of passing	Percentage
MBA	<i>ICFAI University</i>	<i>ICFAI University</i>	<i>pursuing</i>	
B.TECH. (EEE)	<i>B.P.I.T. ,Delhi</i>	<i>I.P.U</i>	<i>2011-15</i>	70.3%
XII	<i>S.K.C.</i>	<i>B.I.E.C</i>	<i>2010</i>	71.4%
X	<i>Saraswati Vidya Mandir</i>	<i>C.B.S.E</i>	<i>2008</i>	77.0%

Personal Details

Father's Name - Shree Raj Kishore Sharma
Hobbies - Travelling, Interacting people, cooking.
Permanent Address - Sadikpur, Nardijung, Dist.- Nawada,Bihar-805109.
D.O.B - 18 December 1993
Languages Known - English, Hindi
Gender - Male
Marital Status - Unmarried
Nationality - Indian

Date:-.....

Place:-.....

Rahul Kumar