

RITESH KESTWAL

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HN 403, A – Block, Umrawnagar, PO Padampur, Motadhak, Kotdwar 246149, Uttarakhand

Detail-oriented executive with 3+ years of Administrative & Marketing Experience

Educational Experience

Degree / Examination	Year	Institute / School
M.BA in Marketing & Rural Development	2015 - 17	Institute of Co-operative Management (ICM), Govt. of Uttarakhand- Dehradun A unit of National Council for Cooperative Training (NCCT), New Delhi, Aegis by Ministry of Agriculture, Govt. of India,
B.A in Hotel & Catering Management	2011 - 14	Shobhit University, School of Distance Education
HSC	2011	CBSE / SGRR School, Kotdwar, Uttarakhand

Work Experience

International Sales & Marketing Manager

08th Aug 2019 – 22nd Feb 2021

Shandong Sungraf Carbons Co., Ltd, China

- Direct sale to International Customer (Prime Location: South Asia, Europe and Middle East)
- Communicating with the Customer Related to Company Task and Work Profile.
- To design the plans for overall development of business based on market research strategy.
- Responsible for Marketing, social media outreach and other digital activities.
- Handling inquiries related to a new client, users and to convert potential customer into customer.
- Identifying new clients and sales as per business target

Sales and Marketing Manager

21st Aug 2017 – 15th June 2019

Tech Counsellor – Dehradun, Uttarakhand

- Responsible for Marketing and Social media outreach.
- Business Development by Interactive media, advertisement coverage, direct communication with client.
- Identifying new clients and sales as per business target.
- To support the team in conferences, seminar and in conducting collaborative programs

Assistant Business Development Manager (BDM)

5th Sept 2014 – 26th Aug 2015

BB Water Solutions, New Delhi

- To grow the overall sales, revenue and business in water domain.
- Handling inquiries related to a new client, users and to convert potential customer into customer.
- Identifying new clients and sales as per business target.
- To develop the company's offerings and opportunities.
- Communicating With the Customer Related to Company Task and Work Profile.
- To design the plans for overall development of business based on market research strategy.

Skills & Competencies

- MS-Office: MS-Word, MS-Excel, MS-Power point
- Excellent communication skills
- Fast & Keen learner
- Excellent attention to detail
- Adaptive in Nature, Leadership Quality
- Public Relation & Management

Accomplishments

- **Patents:** Title: Portable Smart Hybrid Fire blower System, Application Number: 201911023235 dated 12-06-2019.
- **Publication:** Ritesh Kestwal, Harshwati Nandan Bahuguna, Rohit Joshi, “S&T Intervention for the Development of Rural Uttarakhand: A Digital Approach” conference Proceeding 10th USSTC, during 10-12th Feb 2016. (Poster Presented in Discipline: Rural Technology).
- Participated in the college sports meet 2009.
- Member of Volleyball Winning team at Cluster level Organised by CBSE.

Certificates

- Basic Computer Training from APTECH, Computer Training Centre, Jalandhar Punjab during 1 Dec 2014 to 28th Feb 2015 (3 Months)
- Participated in the one day seminar on National Technology Day 2016 at UCOST (on 11th May 2016)
- Participated in the one day workshop entitled “Science & Technology for Women: Pooling of Knowledge and Information Sharing” on the Occasion of the Women’s Day (on 8th March 2016) organised by UCOST DST Dehradun.

Declaration

I hereby declare that the above-mentioned information is correct up to the best of my knowledge and I bear the responsibility for the correctness of the above-mentioned.

Place: Dehradun

(Ritesh Kestwal)