

Tarun Rohilla

Sales Manager -Channel Network - Surie Porex

Delhi, Delhi

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+91-9910973109

A dynamic result-driven professional with over 18 year of experience in Sale and Marketing; currently working with Surie Porex as Sales Manager - Channel Networking, with significant exposure in serving polishing equipments, chemicals, machineries and spares. Possess good communication, interpersonal, analytical & negotiation skills.

KNOWLEDGE PURVIEW

Business Operations

- Identifying potential customers and market for revenue growth and maintaining relationships with the existing ones to achieve repeat/ referral business.
- Building amiable relationships with customers for their reference.
- Sourcing for the company with the best optimum performance.

Male, 40, Married

* FATHER'S NAME: Sh. Hansraj Rohilla

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Date:

Place: (Tarun Rohilla)

Willing to relocate to: Delhi, CA

Work Experience

Sales Manager -Channel Network

Surie Porex - New Delhi, Delhi

February 2018 to Present

4, LSC, Nariana, New Delhi

A brief about the company:

Surie Porex is a 35-year-old company, manufacturing and dealing in Polishing abrasives, Machines, Glues, Resins, Shiners, and Sealers for polishing, restoration, and protection of marble, granite, tile, and concrete flooring. Headquartered in Delhi, company has a PAN India as well as global presence, exporting material in more than 17 countries.

Key responsibilities:

- At present, responsible for handling multiple states - Punjab, Delhi, MP, and Himachal.
- Responsible to follow up with distributors, dealers, customers, as well as direct projects, both govt/ pvt, for sales generation.
- Search for new clients/projects that might benefit from company products and maximize client potential in designated regions.
- Responsible for signing in the new projects, both Govt. as well as private projects.
- To ensure proper support and taking care of service activities of the assigned regions.
- Visiting the sites in the designated states wherever necessary and gave demo to include our products into their make-list, if not included.
- Providing after-sales service by satisfying the customers to resolve the customer problem as early as possible.
- Also responsible for some add-on responsibilities such as participating in various exhibitions conducted throughout the region as a representative of the company and also representing in various job fairs conducted in various states and selecting candidates to be posted on a PAN India level.

Assistant Manager - Sales

Hero Products (India) Pvt. Ltd - Mumbai, Maharashtra

November 2013 to January 2018

Mumbai-Nasik highway, Taluka - Bhiwandi, Mumbai

A brief about the company:

Hero is a global 43 years old light assembly, manufacturing of retail focused paint equipment products; HQ in Vancouver, Canada. Hero manufactures and distributes Automatic & Manual Colorant Dispenser, in batch and in can-automated tinting systems, Paint Gyro mixers and Shakers.

Key responsibilities:

- Responsible to follow up for sales deal and business in pipeline.
- Search for new clients who might benefit from company products and maximize client potential in designated regions.
- Responsible to look after Sales and after sales service activities of the company.
- To ensure proper support and technical backup and taking care of service activities of the region.
- Ensuring fastest response to breakdown calls and customer complaints. In case of key customers or complex problems, personal visit to solve the problem.

Store Officer

PepsiCo India Holdings Pvt Ltd - Panipat, Haryana

February 2012 to September 2013

Store Operations - FMCG Receiving and dispatching material.

Manager-Operations

ACE Networks (India) Ltd - New Delhi, Delhi

February 2005 to April 2012

Administrative - ITES (Medical Transcription)

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Open Transcription Services (India) Ltd - Gurgaon, Haryana

March 2001 to January 2005

Gurgaon, Haryana Mar. 2001 to Jan. 2005 3 years 10 months Team Manager Administrative - ITES
(Medical Transcription)

Education

M.B.A in Human Resources

Allahabad Agricultural University (Deemed University) - Allahabad, Uttar Pradesh

Skills / IT Skills

- MS OFFICE (Less than 1 year)
- TYPING (Less than 1 year)

Additional Information

COMPUTER PROFICIENCY

MS Office with Internet Applications and expert in English Typing

PERSONAL DOSSIER