

COVERINGLETTER

To
M/s

Subject: Application for the Post of—**GM (Marketing &Sales)/ Mgr Sales / ZSM /RSM**

Dear Sir/Madam

Being given understands, that you are looking for a deserving professional, For Sales & Marketing in your company, I undersigned hereby, approach your good self with request to consider my candidature in your esteemed organization. I am an MBA Marketing with handy knowledge of management, marketing functions and intricacies of Business, coupled with experience of about Twenty-Three Years gained, while worked with Carpet, Power conditioning and water treatment Industry etc, dovetailed with creative aptitude, zeal to excel and result orientation. I would like to pursue a job career, which is challenging offers a long term Satisfaction, intellectual development, high learning process and an avenue of personal growth.

While applying in your company, I feel that your offer provides a greater ambit for my abilities; I take the job with the sense of responsibility, enjoy the challenges of new environment and expect to make a positive contribution in the position you have advertised.

Looking forward with anticipation.

Thanking you

Yours truly,

KAUSHAL KISHOR BHAGAT

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E-mail: kaushalbhagat69@gmail.com

Mobile<8287606662, 9582277351

Local Address: -

C/o Mr. Nain Singh Chauhan

Room No. –B10, 1st Floor, Chauhan Complex

Madanpurkhadar, Saritavihar, New Delhi -110044

RESUME



KAUSHAL KISHOR BHAGAT

E-mail :< contect.bhagat@gmail.com >, Mobile< 8287606662, 9582277351,>

Career Objectives : **To obtain a challenging position in the field of marketing & sales in a growth oriented organization by applying the learnt and acquired management skill and contribute my strength to the organization to grow it further.**

Professional Qualification : Master Degree in Business Administration from IMCVE Meerut, Secured Grade-B, 1994-1996

Academic Qualification : Bachelor's Degree in Science from Agra University, Secured Division-Second, 1988-1991
: Senior Secondary from U.P. Board, Allahabad secured- Division – Second, 1986-1988
: Higher Secondary from U.P. Board, Allahabad secured- Division –Second, 1984-1986 .

JOB EXPERIENCE

M/s Alfredkim Systems & Solution: Sept.2010 to Present

Pvt. Ltd, Faridabad : **National Manager Sales (Direct Sales/ Channel's Sales)**

Job Responsibility : Industrial, Institutional/ Commercial sales, Govt sales like Railways, Electricity Distribution Company and other Govt Sector & Maintaining Channels Network. Managing, Recruiting, Training sales Force and handling & Directing Sales Force to achieve the set Sales & Organizational Target.

Reposting Managing Director
Products Profile : Chemical Earthings Electrode (Alfredkim Brand)/ Lightning-Protection Devices

M/s Hughes & Hughes chem. Ltd : **September 2008 –August 2010**
New Delhi **Regional Manager Sale (Direct/ Channels)**

Job Responsibilities : Developing, Maintaining Industrial, Institutional, Commercial & Govt. Sales. And Recruiting, Selecting Sales Staff& Corporate-Agents and Managed them to achieve targets. Managed the training for all sales staff and taking care of backup office. Developing sales strategies in accordance with sales professional & team of applicators / operation. Appointed Corporate Agent to maximize Sales in territory. Performed day to day products sales & services i.e.- (order collection and processing, forwarding quotation and its follow up). Follow up with the Clients post sales to ensure satisfaction &ongoing Business. Payments collection, Obtaining performance certificates and maintained proper communication with the

client. Taking care of after sales, service & client's satisfaction. Formulated Sales promotional schemes / strategy to enhance the market volume. Carry out a pilot survey before launching the products to new territory.

- Territory Handled** : Gujarat, UP, Rajasthan, MP, Punjab, Haryana, and J&K and Himanchal Pradesh
- Products Profile** : Pest Go –nontoxic inert bird deterrent Gel, Polycarbonates Ultraviolet Spikes, Pestrin around 10 products of same brand
- M/s. Creative & GK Telecom New Delhi** : **July 2007 to September 2008**
Business Manager (Channel & Direct Sales)
- Job Responsibilities** : Responsible for creating & developing an effective dealer's Network, Industrial, Institutional & Commercial sales and managing a team to achieve the target. Formulating marketing and advertising Strategies.
- Territory Handled** : Entire North India
Products Profile : Industrial & Domestic RO Systems, Complete range of Water treatment plants.
- M/s Fresco Water System Ltd. New Delhi** : **November 2003 to July 2007**
Business Manager {Channels Sales & Directs}
- Job Responsibilities** : Sales of products through C/F Agent, Distributor, Dealers and managing sales team to achieve the target, formulating marketing and advertising strategies, new product launch.
- Territory Handled** : Entire North India
Products Profile : Water filter, R.O. System, Complete range of water Treatment Plants.
- M/s ALBIT Electronics Pvt. Ltd. New Delhi** : **November 1999 to November 2003**
Area Sales Manager {Channels & Institutional}
- Job Responsibilities** : Sales through distributors, stockiest & Dealers. And Managing Sales team of SDO's
- Territory Handled** : Haryana, Rajasthan, and Madhya Pradesh.
Products Profile : UPS, Inverter, CVT's, Stabilizer and Gas Geysers.
- M/s UniProducts (I) Ltd. New Delhi** : **May 1996 to November 1999**
; **Territory Sales Officer {Channels, Institute.}**
- Job Responsibilities** : Responsible for creating, developing and maintaining Sales Dealers, Distributors & Architect and Managing Team of SDO's
- Product Profile** : Nonwoven carpet, interlining, polyester pillows, Blankets, And Auto floor covering.
- Territory Handled** : Delhi, U.P.

PERSONAL PROFILE

- Father's Name** : Shri Harishchandra Bhagat
DATE OF BIRTH : 30th Day of June, 1971
Local Address : C/o Mr. Nain Singh Chauhan

Room No.B-10,1st Floor, Chauhan Complex
Madanpur Khadar, Sarita Vihar, New Delhi -110044

Permanent Address : 370, Mirchiatola, Bareilly (U.P.)

Languages Known : English/Hindi

Hobbies : Music, traveling and making relation.

Location preferred : **North India / (Anywhere in India)**

CTC : **18.50 Lacs + (Perks + Incentives +Other allowance are extra)**

Notice Period : **Two weeks**

Date:

Place: **(KAUSHAL KISHOR BHAGAT)**