**Raman Ahuja**

**Objective**

I believe that “learning is the first step of growth”. I wish to recognize as an individual who has risen to highest peak of success through hard work and ability.

**Professional Excellence Summary**

Highly organized and detail-focused Professional with an exceptional track record of accurately handling Sales & Marketing process in deadline-oriented environments.

* Achievement Oriented with excellent people management skills and an ability to manage change with ease
* An ambitious inspirer, mentor, coach & hardworking individual with an ability to manage stress, time and people effectively.
* A versatile and skilled professional with excellent hands-on experience in Online Marketing Sales & Marketing and Training & Development.

**PROFESSIONAL EXPERIENCE**

# MTH Doors India Pvt Ltd Since Dec 2015

# Manager (North) – Sales and Marketing

# Increasing Penetration in North India region by extensively travelling to Punjab, Haryana, UP, Jammu and Rajasthan and visiting the Channel Partners.

# Handling Dealers queries generated for PUF Iinsulated Doors and Docking solutions from Cold room, Warehouses, logistic parks.

# Sending quotations and finalizing the orders of the Doors and Docking Solutions as a support to Channel Partners or to the direct clients.

* Developing/sustaining the existing network & effectively managing the supply chain, ensuring timely and cost effective delivery of products.
* Implementing strategies for acquiring business through Channel Partners and effectively using the potential of existing accounts / clients.
* Participation in the various exhibitions of Cold Chain, Meat Industry, Logistic Park.
* Providing the Market info to the management to build strong marketing strategies.

# 5 CORE ELECTRONICS LTD, Feb’14 – Nov 2015

# Manager- Online Marketing

5 Core is an export oriented 30 year old company into audio and PA equipments operational in 15 countries.

* Effectively giving online Marketing support to enhance the Brand image and online presence of the company.
* Registering company on various B2B portals like Alibaba, TradeIndia,Indiamart, Snapdeal, etc.
* Ensuring proper management of database collected and effectively utilization of that data to promote the brand and the products of 5CORE through Bulk emails,Whatsapp, etc
* Ensure Proper database management and review on the status reports on the response of the activities done for online promotional activities.
* Sales and marketing of PA systems, Speakers, Headphones & audio related products.
* Developing marketing strategies to build consumer preference and driving sales volumes through appropriated channels
* Developing/sustaining the existing network & effectively managing the supply chain, ensuring timely and cost effective delivery of products.
* Implementing strategies for acquiring business through dealers and effectively using the potential of existing accounts / clients.
* Leading, training & monitoring team of 20-25 members to ensure efficiency in business operations and meeting of individual & group targets.
* Managing sales & marketing operations, conducting various sales promotional activities as a part of brand building effort.

**Addimon Trading Pvt Ltd Sept ’13 til Feb 2014**

**Manager Operations**

Addimon.com is an online jewellery retail brand under Addimon Trading Pvt Ltd that specializes in diamonds and solitaires.

* Successfully and smoothly running SEO operation on our Ecommerce platform.
* Doing Affiliates Marketing with many online portals like Vcommision.com, panache.com, etc
* Handling online customers Queries.
* Tracking Sales and timely delivery of product ordered with our online Sales partners like Ebay.com,Snapdeal, etc.
* Tracking Product Entries on the various portals like Ebay.com,Lootbargain,Snapdeal etc.
* Tracking Discount coupons to be timely renewed by us on various portals like coupondesh etc.
* Analyzing customer requirements and suggest the suitable options available.
* Monthly reports to the management on the status of the ongoing work.

**Mineral Aqua Purification Systems (Consumer Durable Company), Delhi July ’09 – Aug’13**

**Manager - Sales & Marketing**

* Handing day to day operations and driving sales as per Organization expectations.
* Handling Channel Sales in Delhi Zone.
* Keep close watch on market trends to be competitive in the market.
* Distribution of Sales Area in accordance to their knowledge and experience of an individual.
* Randomly meeting Business Associates to know about the market and competition.
* Provides Smooth co-ordination between sales and backend team for timely issuing of Purchase Order, Delivery challans, stocks updates, Payments, of business associates.
* Presenting MIS report to Management.
* Avoided dissonance by developing team efforts
* Supply necessary marketing information at many vital conferences.

**M/s Bharat Matrimony.Com (Flagship Company of M/s CONSIM Info Pvt. Ltd)**

BharatMatrimony.com is the No. 1 Indian Matrimony Portal comes under the flagship brand of Consim.com

**Asst Branch Manager July’08 – June’09**

**Responsibilities:**

* Mentoring New Joiners and presenting performance reports to Sr. Managers and Directors.
* Communicating and coordinating with Zonal Managers for the day-to-day issues.
* Handling Whole Business of Uttaranchal State & Responsible for all revenue increase and curtailing expenses.
* Also handling channel partners/business associates to get more revenue from different parts of Uttaranchal.
* Interviewing new staff for In-house requirements.
* Communicating & coordinating with internal departments.
* Avoided dissonance by developing team efforts.
* Presenting weekly and Monthly MIS Report to Management.

**Bharti Comtel Ltd (Flagship Company of Bharti Airtel Ltd), Delhi, June ’03 - June ’08**

**Territory Sales Manager: West Delhi Zone**

* Handling a team of SME account managers in whole West Delhi Zone.
* Lead the team by an example and supporting the team at all levels.
* Responsible for training new joiners on Product knowledge and Area feasibility of the territory assigned to him.
* Responsible for distributing list of accounts to all the SME account managers in accordance to their knowledge and experience
* Responsible for better co-ordination between back operations and sales team.
* Resolving issues of the team and motivating them to work hard as single unit and keep up the team spirit high.
* Responsible for updating the management with all the market updates and presenting reports on weekly and monthly basis to the management.

**Education:**

* **Master of Business Administration** Degree from the Sikkim Manipal University, India at **Human Resource** Management as a major.
* Achieved **Bachelor** in C**ommerce** Degree from the Delhi University

**Courses:**

* Done Multimedia & Web Designing course from Oxford Software Institute, Pusa Road.

**Achievements:**

* **Awarded** with a life time chance to meet the great cricket **Maestro Sachin Tendulkar** at ITC Hotel on **achievement** of becoming **top 5 lead performers** in 3rd Quarter (2007) in **Airtel**.
* **Awarded Lead Performer** for 1st Quarter (2006) by hands of our **company C.E.O** (**Airtel**).
* Won many domestic trips and prizes by the company (**Airtel**).
* Achieved highest target ever by Uttarakhand branch in last quarter of 2008(Oct,Nov,Dec). Awarded **best performer** among North Zone as Branch Head (**Bharat Matrimony**).
* Won many fully paid trips as an achievement of continuous growth in business of during working tenure in **Mineral Aqua Purification Systems**.

**Personal Details:**

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