

MUKESH OJHA, 30

B-TECH.

SYNOPSIS

- 6 Years of rich experience in “Sales, Business Development & Marketing” in diverse fields from *Epcos India Pvt. Ltd., Noida* *Tricolite Electrical Industries Limited, Sahibabad* & *P2 Power Solutions, Noida*.
- Experienced in Management Information systems (MIS) and ERP Navigation.
- Influential personality with **excellent communication skills** and perseverance to achieve Business Targets.
- Looking to work in challenging opportunities in –Sales ~ Business Development ~ Marketing with a focus on Achievements.

PROFESSIONAL EXPERIENCE

88 MONTHS

Epcos India Pvt. Ltd.

Sr. Executive- Sales

14 Months

Dec.2016 to Present

Job Responsibilities

- Performing direct sales to Industrial Clients and Contractors.
- Performing Sales through authorized dealers.
- Providing knowledge of products and their key attributes to the client through presentations and discussions.
- Understanding the clients’ requirement and provide value addition if possible.
- Keeping track of the tenders issued by North India Power Utilities.
- Responsible for vendor approval & Drawing approvals in Power Utilities.
- Supporting Utility officials & Consultants in preparing Technical Specifications.
- Performing techno-commercial discussions with keeping target of booking a healthy order.
- To ensure smooth coordination between client and organization during order execution.
- Coordinate for successful & scheduled delivery of the material to the site.
- Monitoring and ensuring payment accuracy and minimum overdue of the clients for smooth operations
- Building preference of the organization over competition.
- Maintain Data Base of upcoming projects in market.
- Giving Presentation & Educating to our new clients about product basket and quality processes.

Major Client / Consultants Handled

KVTek, Manesar o Amar Ujala o Times of India o Kalpatru Power o KEC o Schneider o NEI, Jaipur. oVardhman Textiles o Bluesatar Ltd.o Sudhir Power o Siemens o Ahluwalia Contracts o Century Ply o System Control & Services o BEL o UPCL o HVPNL o UHBVN o DHBVN o JKPDD o HPSEB.

Reason for change: Growth

Current Remuneration: INR. 720,000.00

Expected Remuneration: Negotiable

Notice Period: 1 Month

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Tricolite Electrical Industries Ltd.

Team Leader- Sales

32 Months

Feb. 2014- Dec.2016

Job Responsibilities

- Performing direct sales to End Users and Contractors.
- Providing knowledge of products and their key attributes to the client through presentations and discussions.
- Understanding the clients' requirement and provide value addition if possible.
- Performing techno-commercial discussions with keeping target of booking a healthy order.
- To ensure smooth coordination between client and organization during order execution.
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Major Client / Consultants Handled

Uflex Ltd. o Honda Cars. o Motherson o ISGEC o Schneider o Sterling & Wilson Ltd. o UEM o ITC Limited o TPSCs o Siemens o United Spirits Ltd.. o Sriram Pistons o Minda o HCL o Haldiram o Delhi Floor Mills o Coca Cola o BEL o Asahi Glass o Ginni International o Voith Hydro o Takenaka o Prateek Group o ATS group o Blue Star Ltd. o Paramount o Jubilant Foods o Max Estate o Birla Carbon o Dabur o APL Apollo Tubes o Lava Mobiles o JHV Sugar o

Reason for change: Growth

P2 Power Solutions Pvt. Ltd.

Sr. Executive- Sales

40 Months

Oct. 2010- Feb. 2014

Job Responsibilities

- Preparation of **techno-commercial offer for Active Harmonic Filters, Hybrid Filters, RTPFC and APFC panels.**
- Performing direct sales to End Users and Contractors.
- Providing knowledge of products and their key attributes to the client through presentations and discussions.
- Understanding the clients' requirement and provide value addition if possible.
- Performing techno-commercial discussions with keeping target of booking a healthy order.
- To ensure smooth coordination between client and organization during order execution.
- Coordinate for successful & scheduled delivery of the material to the site.
- Monitoring and ensuring payment accuracy and minimum overdue of the clients for smooth operations
- Building preference of the organization over competition.
- To Maintain Data Base of upcoming projects in market.
- Giving Presentation & Educating to our new clients about Tricolite product basket and quality processes
- To develop relationships with top customers and decision makers in the Key Accounts.
- Continual interaction with internal as well as external customers until the successful execution of the Project.
- To Maintain and develop relationships with existing/ new clients.

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Major Client / Consultants Handled

Honda Cars o Tech Mahindra o Trident Textiles o Nerolac Paints o Parle o Nestle o PTC Industries o Nissan o Piaggio o Shriram
Pistons o Cadbury. o Supreme o HT Media o JCB o Raddison Hotels o Essar o Dainik Jagran o

Reason for change: Growth

EDUCATION

Year	Examination	University/Board	Marks Obtained
2006-2010	B. TECH (EE)	Uttar Pradesh Technical University	63%
2004	10+2	CBSE	65%
2002	10th	CBSE	79%

WORK STRENGTH

- Analytical Skills, People Management Skills & Very Punctual.
- Ability to build & maintain strong relationships with clients.
- Ability to understand clients' requirement & to ensure complete adherence to the sales process.
- Quick learner, self-Starter, hardworking & sincere.
- Strong knowledge of MS-Excel, MS-Word, MS-PowerPoint.
- Strong interpersonal and team management skills.
- Excellent Communication with ability of Multitasking & taking initiatives

PERSONAL PROFILE

Date of Birth : 14Th February 1987
Father's Name : Late Mr. Panchanan Ojha
Address : L-102, Amrapali Silicon City, Sector-76, Noida, G. B. Nagar (U.P.)- 201301
Marital Status : Married

MY ASSETS

A strong drive, Self-motivation and a passion to grow and excel, Self-Discipline, Optimistic attitude, good planning skills, Spirit of teamwork and cooperation, Adaptability and learning ability.

DECLARATION

I solemnly declare and confirm that the information furnished above is true to the best of my knowledge and belief.