
Rahul Tripathi

Male, 29 Years - Bahadurgarh

Engineer in Computer Science & Engg.(C.S.E.)

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CAREER OBJECTIVE

Being an active & energetic young person with initiative & drive in the relevant sphere of challenging assignment where I can share & contribute my wealth of wisdom & learn to add, resulting in the growth of my personality & that of the organization to give me satisfaction & contentment.

ACADEMICS

B-Tech From Manav Bharti University, HP

12th From Triveni Memorial Sr Secondary School, Bahadurgarh with 58 % in 2007

10TH From Ingraham institute Convent School, Ghaziabad with 59 % in 2005

EXPERIENCE

Somany Ceramics Limited (Delhi-NCR)- (TILES & SANITARYWARE)

30th Aug'17 to Present

Position: Area Sales Manager (Channel Sales/B2B)

- Liasoning with sales team & Adroit team members to achieve maximum quaterly sales targets
- Handling team & monitoring sales & payments follow ups on daily basis
- Visiting trade shows & exhibitions for new businesses
- ACETEC Exhibited in Lieu of Somany Ceramics Ltd
- Regular Dealer/Distributor visits to ensure the avalability of new stocks & Designs
- Making Strategy to Improve Secondary & Tertiary Sales.
- Meeting with Architect & Builders on regular basis alongwith Miniatures to make them understand
- our new arrivals on Monthly basis.
- Visiting competitors sites & showroom in order to analyze comparison in lieu of cost, quality & Designs
- Generating New Leads from Architect, Turnkeys, Contractors on regular basis to regularize business iterations.
- CRM Reporting at the end of the Day is also a significant part of profile in order to ensure Target Vs Achievement.
- Preparing Quotations & Tenders for prospects
- Achieve Monthly Sales Target & Increase SOB within specified Area
- Handling Complete Delhi- Ncr Regions
- Payments Realization & followup & Bill Discount, CD etc
- Appointed 4 Dealers with specific working area.

- Meeting builders such as Millenium Heights, Amrapali, Supertech, Ajnara Group, Omaxe Group etc

Kumar Precision Stampings Pvt. Ltd- (Delhi)- (HEAVY MACHINERY & HOME APPLIANCES) B2B

18th May 2014 to 30th Aug'17 Electrical Stampings

Position: Asst. Manager- Sales & Marketing

Role :

- Liasoning with sales team to achieve maximum yearly sales targets
- Handling team & monitoring sales & payments follow ups on daily basis
- Visiting trade shows & exhibitions for new business prospects
- Meeting with reputed customers like **Havells, Bajaj, Philips, RR Kabel, Tecumseh, V-Guard, Luminous, Anchor Panasonic, Polycab, Nidec Motors, Crompton Greaves** etc for new business enquiries & feedback
- Continuous interaction with the clients to identify their requirements & offering products from existing product gamut.
- Improving client relationship by regular visits & social media marketing
- Active participation at every step of Production, Operations, Quality, Dispatch & Tool room.
- To prepare cost sheet, dispatch monitoring sheet, customer complaint register, sales graphs, Business plan etc.
- Payments outstanding follow ups, LC discounting & rejections sorting
- Price negotiation with current rates, margins & profits with customers
- Product wise analysis of monthly schedule of each customer
- To achieve monthly based sales & evaluate SOB's with current customers
- Generating leads for new business in **Home Appliances , Fan, Motor Industry**
- Liasoning with Dealers/Distributors for Primary & Secondary Sales.
- Job work order steels are directly procured for big customers.
- We are responsible for max. consumption of steel in the stampings zone.

Desiccants India Pvt Ltd- Bahadurgarh (Haryana)- (CHEMICAL INDUSTRY) B2B

22nd December 2011 to 30th April 2014

Position: Executive-Sales & Marketing

Role:

- Responsible for making presentation, clients meeting, follow-ups either by cold calls or personal visits, as well maintaining the database for the company.
- Responsible for contributing upto 20 big clients like **Nayasa, Cello, Alpapper** etc in the existing sector.
- Responsible for entertaining & acknowledging the development of the company via online promotion & presence by some business portals such as just dial, exporters india, indiamart, google adword, ebay.
- Maintaing a track record graph in terms of Piechart for year wise database growth of the Company with proper evaluation from the senior management.

AWARDS & ACHIEVEMENTS

- Best employee of the Award in Yr'2016 & 17 in M/s Kumar Precision Stampings Ltd.
- Rewarded with a trip to Thailand from Organization for Over Achivement of Targets in Fiscal Yr 17-18
- CRM Software implemented for working in M/s Desiccants India for Reporting & Planning.

EXTRA-CURRICULAR ACTIVITIES

Hobbies: Singing, Contemporary Dancing, Playing Badminton.

Interests: Utilizing latest technologies in Development, Working on new Marketing Strategies.

PERSONAL DOSSIER

Full Name	Rahul Tripathi
Father's Name	Mr. M.K. Tripathi
Father's Designation	Service
D.O.B.	12 TH Dec 1988
Gender	Male
Resi. Address	Delhi
Nationality	Indian

RAHUL TRIPATHI