Resume

DURGESH ANAND

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CAREER OBJECTIVE:

Objective to work in an organization which provides opportunities for growth, learning and scope for the implementation of my skills and hence give my best to the organization. I am looking for Assignments in Marketing/Business Development.

WORK EXPERIENCES:

Assistant Manager- marketing with 6 years of experience in Asphalt industry, Building material and e-commerce.

<u>Summery</u>: MBA in marketing with 6 years of experience in petrochemical, building material and e-commerce company. Expertise in marketing, merchant management, business development and customer relation. Resourceful, energetic and committed to excellence.

Key skills

- ➤ Marketing Skill
- ➤ Long-term relationship-building skills
- > Team Management
- > Adaptability
- > Presentation and motivational Skill
- ➤ Written, oral & interpersonal communication skills.

Professional Experiences: Total 6 Years

Present place of work: (1st September 2015 to till date)

Current Organization : Ooms Polymer Modified Bitumen P. Ltd

Brand : Ooms India Current industry : Petrochemicals

Current Designation : Assistant Manager (Marketing)

Current location : Gurgaon Expected CTC : Negotiable

Achievements:

- Development and approval of Delhi, Haryana and Jharkhand market after Liasoning with Govt. officials and local contractors and further supply started.
- > Several approvals against NHAI projects in different states and ensured further supply.
- Liasoning with MES staff at Chandigarh airfield to ensure the further supply.

Roles and responsibilities

- Marketing of PMB, CRMB, Bitumen emulsions, cold emulsion, micro emulsion.
- > Identifying and exploring the market avenues in north India region.
- ➤ Holding up meeting with Engineer in chief, chief engineer, superintending engineer, executive engineer, Project directors, project managers and material engineers of different state's Public works department, Municipal corporations, National Highway Authority of India, state highway authority of different states, respectively for the product and services we offer.
- ➤ Meeting with Road contractors and construction companies of different states in north India for marketing of our product and services.
- Responsible for all kind of departmental approvals.
- Responsible for different presentations and promotional activities for the company.
- ➤ Collection of market information and reporting that to Managing Director.
- ➤ Other responsibilities as assigned by the management.

Previous Experiences:

CLASSIC FLOORINGS AND INETRIORS PVT. LTD (1st September 2013 to 30th August 2015)

Organization : Classic floorings and interiors pvt. ltd.

Brand : Square foot Industry : Ceramic/sanitary

Designation : Relationship Executive- Sales Location : Malviya Nagar, New Delhi

Reason for leaving: Better prospect

Responsibilities

- ➤ Locate potential business deals by contacting potential customers i.e. Architects, Builders, Dealers, and end users.
- > Proactively initiate and engage sales call to new prospects.
- > Responsible for generating sales with existing customers and developing opportunities with new customers pan India.
- > Schedule and conduct sales meeting and achieving sales target.
- Responsible for the meeting with architects and client for group housing projects and other projects.
- > Report on sales activities to top management.
- Establishing, maintaining and expanding customer base.
- > Developing sales strategies and setting target.
- ➤ Building referral and lead generation network

CLUES NETWORK PVT. LTD. (1st September 2012 to 30th august 2013)

Brand : SHOPCLUES.COM

Industry : E-commerce

Designation : Merchant operation analyst

Location : Gurgaon

Reason for leaving : Better Prospect

Responsibilities:

- Looking after small group consisting of 10 members.
- Ensuring quality resolutions within defined SLA with great satisfaction of merchants and customers.
- Taking care of merchants queries related to payment dispute, damage issues, panel related issue, customer issues: related to CEO escalation, high value approval. Maintaining working data on daily basis and sharing with Management.
- > Coordination with different vertical to implement new process.
- ➤ One point contact for premium listed merchant to manage their on boarding, communication, and pricing on platform.

Personal Competencies:

Team Handling, Target Market Networking, Communication Skills, Presentation Skills.

MBA PROJECT

A market survey on current account at ICICI Bank Gwalior.

Academic Qualifications:

- MBA (Marketing & Finance) with 74% marks from GICTS Group of Institutions, Gwalior.(2012)
- ➤ B.B.A. (Marketing) with 72 % marks from Lalit Narayan Mishra College of Business Management, Muzaffarpur, Bihar (2010)
- ➤ I.com with 60.66% from B.I.E.C Patna in 2007
- ➤ Matriculation from B.S.E.B Patna.

ACTIVITIES OF INTEREST:

➤ Reading Newspaper, Surfing on the Internet, Playing Video Games, Watching movies, listening to Music.

PERSONAL VITAE

Father Name : Mr. Ratan Kumar Ravi

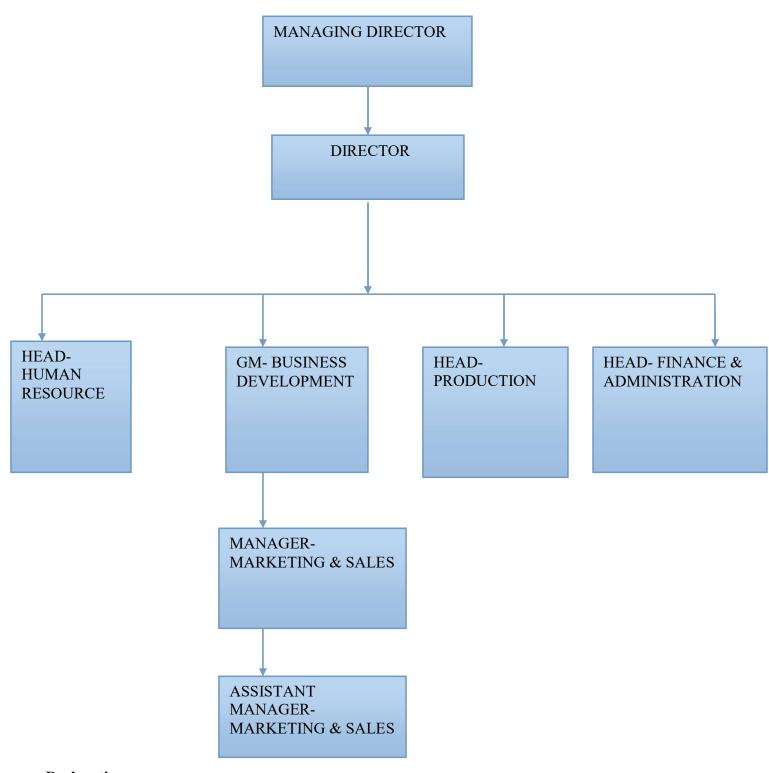
Present Address : Gurgaon

Permanent Address : Village – Andhara Tharhi, Dist: Madhubani,

Bihar, PIN 847401

Languages: English, HindiD.O.B: 25-01-1988Marital Status: Unmarried

ORGANISATIONAL CHART (OOMS INDIA):



Declaration

I hereby declare that all statement given above is true to the best of my knowledge.

Date: 29/09/2018 Place: Gurgaon

Durgesh Anand