CURRICULUM VITAE

# PHOTO

# Name : SAMIT SACHAN

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#### CAREER OBJECTIVE

Seeking an opportunity in an organization, where I can utilize and enhance my skills and contribute my utmost in growth of the organization.

##### ACADEMIC QUALIFICATION

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Degree** | **University/Board** | **Institute** | **Year of Passing** | **Specialization** | **percentage** |
| P.G.D.M | A.I.C.T.E. | Vishveshwarya School of Business  Management | 2011 | Marketing | 63% |
| B.Sc. | CSJM UNI.KANPUR | Christ Church College, Kanpur | 2008 | Chemistry | 53% |
| XIIth | U.P. BOARD | S.K.A. Inter College, Mohamadpur, Kanpur, Dehat | 2004 | P.C.B | 63% |
| Xth | U.P.BOARD | Servoday Inter college Gerse Kanpur Nager | 2002 | Science, Math,  Social science | 55% |

##### EXPERIENCE

1. **I have been Working with Grasim Industries Ltd, Chemical Division (Delhi Office) as a sales officer since December 1, 2011.**

* Responsible for selling and marketing of Chemicals in water treatments Plants, Thermal Power Plants, Textile industry, Leather Industry ,Paper industry ,Plastic industries and Food industry.
* Introduces new products of the organization and discussed with technical prospects of chemicals & do Lab and Plants trail
* Watching Competitors’ activity for new tender, arrival of new competitors, new chemicals and their strength and weaknesses
* Appointment of dealers and place new range of products
* Preparing motherly report and set next month target.
* Online tendering (Governments and Non governments departments) and Maintain manage database of market information from multiple resources.
* Reporting of daily sales and productivity to ensure sales deliver ahead on time.

**2).About 0ne year experience in Curtio Health Care as a Medical representative. (February 2011 - December 2011)**

* Responsible for selling and marketing of pharmaceutical drugs, health care products and supplies.
* Performed one-on-one meetings with pharmacist, doctors, and nurses.
* Monitored the supply of drugs as well as to inform doctors, pharmacist and nurses of the forthcoming changes.
* Introduced new products of the organization.
* Visits to hospitals to meet with doctors to persuade them to purchase the products.
* Compiled data on requirement and supplies of products required by customers.

##### SUMMER TRAINING

**Topic : Understanding &Analysing the Consumer Perception &**

**Expectation while buying a product.**

**(Customer Relationship Management)**

**Organization : Unicon Real Estate Ltd. Noida (U.P)**

**Duration : 8 Week**

**Date : 5th May 2010 to 20 July 2010**

##### PERSONAL SKILLS

* Team Work.
* Positive Thinking.
* Hard Working.
* Travelling
* Leadership

##### BUSINESS SKILLS

**Marketing**

* Good Knowledge in govt. and semi-govt. tender documentation and participation like Jal Board, Power Plants and Industrial tenders.
* New Products Branding and introduction with speciality

**Market Planning:**

* Maintain good relationship with the clients.
* Involvement fully in the growth of the organization.
* Payment collection and Commissioning / troubleshooting coordination
* After Sales relationship building

**Technical Skills:**

* Plant Trials with PAC like Jal Boards, Power Plants, Textile Industries and other effluent water treatment Plants.
* Working with new generation software **SAP**
* Meeting clients Technical persons to introduce & convince about products to market.
* Can undertake lab trials of Polyaluminium Chloride (PAC)
* Online tendering and good know logy of Excel and basic computer.

**PERSONAL DETAILS**

**FATHER'S NAME : MR. PHOOL CHANDRA SACHAN**

**DATE OF BIRTH : 04th JULY. 1987**

**MARITAL STATUS : MARRIED**

**SEX : MALE**

**LANGUAGES KNOWN : ENGLISH & HINDI**

**PERMANENT ADDRESS : KIDWAY NAGAR PUKHARYAN KANPUR**

**DEHAT (U.P)**

###### DECLARATION

I hereby confirm that the above given information is accurate and true to the best of my knowledge and belief

Date :**Oct 19, 2018**

Place : ***DELHI***

**Samit Sachan**