SATENDRA VERMA

Address: E-20, Street No.8 South Anarkali, Preet Vihar New Delhi 51.

Location Preference: Delhi/NCR

**Mobile**: **+91-** **7389837041** **E-Mail**: ***satendra.firefly@gmail.com***



I am a young dynamic professional - **MBA (Marketing) with 10 years of working experience in Business Management, Sales, Marketing,** **Operations**, **Entrepreneurship** **Skill** **and Team Management.** I believe in my work,

I am a self driven person. Good working experience in different sectors and industries. I am very positive towards life.



**Innovative Bath India Pvt. Ltd. Sales & Marketing Manager**

**Position: DGM & Sales Manager March2019- Till Now**

**Company Profile:** Innovative Bath India, established in 2017. Company is the Distributor of the Gama Décor, Kitchens a **Porcelanosa Group Company** which deals in the designers and world-class Kitchens. At present, Company offers an extensive range of Modular Kitchen and fittings. Also company is official channel partner for BOSCH, Simens, Hafele- Nagold, Whirlpool, Carysil, and Blanco in Kitchen Appliances.

A Part of this Company is official channel Partner and Dealer for **"Grohe"** and **"American Standard"** in sanitary Ware.

• Maintains a Good Relationship with Architects and Builders

• Sales and Marketing Management of the Company.

• Sanitary Products, Modular Kitchen, and Appliances.

• Staff and team management.

• Conduct and Attend Meeting with Architect and Builders.

• Showroom and Display Management.

**Shiv Fashion Bazar Business Management and Administration**

**Position: Director/ Partner October2014 – Febuary2019**

**Company Profile:** Shiv Fashion Bazar Dealing in Readymade garments, Hosiery, and woolen cloths in wholesale and retails. Being a part of this esteem organization I got understand their requirements and need of rural areas, peoples thinking and their need. In rural areas lots of opportunities to grow, develop, and introduce new innovative products.

**Job Profile:** To manage whole management in center & Project Management Like: Branding, Seminars, Portfolio Management & Marketing Etc

* Business Management, Administration, expansion & marketing support
* Sales and staff management.
* New Business Ideas, Distribution of Hosiery & Undergarments in wholesale**.**
* Channel Sales
* Dealer Network Management
* BTL Promotions etc.

**Cap – WDI (P) Ltd. Project Management, Branding & Center Management May 2013-Sep 2014**

**Position: Center Head, Delhi/NCR (Gurgaon)**

**Company Profile:** CAP WDI offers vocational training programs targeted at potential workers across sectors like Healthcare, Retail, Automobile, ITES, Hospitality and Financial Services. These programs offer job-oriented training through flexible timings, certification and placement assistance to its students at its Community Colleges.

**Job Profile:** To manage whole management in center & Project Management Like: Branding, Seminars, Portfolio Management & Marketing Etc.

* Manage Himayat Project which is running by Ministry of Rural Development.
* Managing Whole Staff, Classes, Lectures, Placements & Students Activity.
* Managing Marketing & Tracking sales of company.
* Media and Branding Management.

**Firefly e-venture Ltd. |HT Media Ltd. Operations & Client Servicing May,2011-May2013**

**Position: Asst. Product Manager, Gurgaon**

**Company Profile:** HT Media India’s Leading Print Media & a Brand Name. Firefly is subsidiary company of HT Media Company Based on online Portal’s Like: Shine.com, Desimatini.com, htcampus.com, mint.com, hindustantimes.com, and many more...

I was Associated with the htcampus.com India’s Leading Education Portal.

**Job Profile:** To Manage all the operations & client relation with the organization for various ways of products with following responsibilities:

* To Support with the sales team & servicing secondary sales.
* To manage the admission counselors team of 5 and more peoples.
* Assigning the leads to counselors and set their target and responsibilities & handing operations.
* Coordinate with the product development team in the terms of Branding, Positioning, Marketing, etc.

**Taxmann Publication (P) Ltd., Delhi. Business Development & Marketing Dec’2009 –June’2011**

**Position: Executive (BD & Marketing)**

**Company Profile:** Taxmann Publication (P) Ltd. is India’s Leading Publishers on Taxes and Corporate Law`s, Accounting and Auditing, Banking, Finance and Management.

Besides, publishing books and journals its offer legal databases on DVD and Website. It’s have daily SMS/e-Mail service to keep the subscribers updated on hourly basis. We publish Tax Compliance products to compute and e-file the taxes.

**Job Profile:** To understand, grasp & open client’s mind and door for their various institutional requirements with the following responsibilities:

* Fix schedule meeting with various corporate.
* Understand the requirement of client for various purposes of Books, Journals, DVD, Data base website and e-filing, of the taxes etc.
* Pitch the right possible solution to the client in the form of various tax appliances of Books, Magazines, Software & Website database which caters to the need of the client.
* Post finalizing the product, final negotiation with the Purchase Department to close the deal.



**PROFESSIONAL:**

* **Master of Business Administration** (Marketing) from Delhi Business School, New Delhi Affiliated by Punjab Technical University in 2008-2010 Batch.
* **Post graduate program** (International Marketing) from Delhi Business School New Delhi.

**ACADEMICS:**

* **Bachelors of Commerce (Marketing & Management)** from Awadhesh Pratab Singh University, Rewa (M.P.) in 2007
* XII th with commerce from Madhya Pradesh Board in 2003.
* X th from Madhya Pradesh Board in 2001.



* Kick Start a Business or Startup.
* Innovative Business Idea and Business Model.
* Team Management, Recruitments, Staff management.
* Comfortably work in rural and urban areas.
* Marketing, Distribution and Sales.
* Motivate and Train a team.
* Management, Operations, Marketing, Client Service, Relationship Management.



Operating System : Windows 98/2000/2007/2010/XP/VISTA.

Hard Ware : All kind of hardware assembling and repair

Software : I can operate tax related software and e- compliances.

Date mining : I can do data mining related to all kind of requirements.

Mobile App : I am very much friendly with all trending mobile App.

Others : MS-Office, Internet, Social Media Marketing, Web Applications & Software Installation



Father’s Name : Mr. Shiv lal Verma (Ex. Govt. Employee in **P.W.D**)

Mother’s Name : Mrs. Girja Verma (House Wife)

Date of birth : 01/10/1984

Language : English & Hindi

Permanent add. : Vivek Nagar Rewa Road Maihar distt. Satna (M.P) 485771

Date: (Satendra Verma)