***Rakesh Kumar***

Contact: +91-8800676301

E-mail: rk43222@gmail.com

professional Summary:

Completed B.Tech (IT) with Regular in July 2012 from SMCET (Jaipur), and having 5 years of experience in Interior Project-sales and Business Development of Manufacturing Company, chemical paints /Manufacturing industry.

objective

A career with a progressive association that will use my knowledge, education, skills and decision-making ability and hence increase my experience with sales and business developing association.

###### WORK SYNOPSIS

|  |  |  |  |
| --- | --- | --- | --- |
| Organization | Designation | From | Till |
| Phoenix composite solution | Business Development Executive | 2 Jan 2018 | Continue … |

Work Profile:

* Promotional activities of industrial products of Frp & providing long term solutions to industries particularly in core sector for prevention of erosion and corrosion of equipment, pumps, pipelines, tanks, vessels, & flooring, concrete and MS structures.
* To generate enquiries for new products & its applications and convert these opportunities into business, in coordination with Business Development.
* To carry out other project base project sales related activities as may be required from time to time.
* Communication with customer up to finishing/completion of the projects.

JOB Responsibilities:-

* Preparing Invoice, proposals and quotations.
* Providing pre-sales and after-sales support.
* Coordinate with dispatch Department for material related activities
* negotiating contracts, terms and conditions
* attending trade exhibitions, conferences and meetings

Knowledge of Site Execution-Project:-

* Follow up application of painting as per Technical data sheets and manufacturing data sheets.
* Maintaining the inspection reports up to date and submitting the project painting progress schedule to the client on weekly basis.
* Following the all the inspection procedures of Fiber product test, and other required inspection as per the specification requirement.
* Generate new database of prospective corporate & project clients by cold calling. Maintain Customer Data; prepare Quotations, invoices for them.
* To maintain all reports on daily /weekly & monthly Basis.

Sales-Project coordinated-2018-2019 :-

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Sr no.** | **Customer** | **Job Description** | **Client** | **Project Location** |
| 1 | BHEL | Frp Lining | BHEL | Bhopal |
| 2 | ISP-Nasik  HAL-Nasik | Frp Lining | ISP-RBI  HAL | Nasik |
| 3 | Span Project Ltd-Pune | Glass flake Internal tank coating | Cairns-ONGC  MPT | Barmer –Rajasthan |
| 4 | H.P. Associate-Vadodara | Internal Pipeline coating | IOCL | Mundra –Dahej |

Experience summary:

|  |  |  |  |
| --- | --- | --- | --- |
| **Organization** | **Designation** | **From** | **Till** |
|  |  |  |  |
| **Opptum Engg. Solution Pvt. Ltd** | **Marketing Executive** | **18th August 2016** | **28th December 2017** |

My Responsibilities include:-

 Lead generation via multiple techniques such as direct mailing, Emails and cold calling.

 Preparing and submitting techno commercial offer best suited to customer needs and within company interests.

 Participate in technical and commercial discussions.

 Establishing and maintaining relationship with key customers across the country.

 Identifies trendsetter ideas by researching industry and related events, publications and announcements.

 End to End sales cycle right from lead generation to winning.

|  |  |
| --- | --- |
| **Client** | **Location** |
| **Glotech India** | **Ranjangaon** |
| **Varroc polymer** | **Chakan** |
| **Mahindra** | **Bhosari** |
| **Emerson** | **Hinjewadi** |
| **Anil plastic** | **Hinjewadi** |
| **Tata Autocomp** | **Hinjewadi** |

Experience summary:

|  |  |  |  |
| --- | --- | --- | --- |
| **Organisation** | **Designation** | **From** | **To** |
| Suvarnprabha fiber fabrication PUNE | Marketing Executive | 11th June 2013 | 15th August 2016 |

WORK Profile:-

* Promotional activities of industrial products of Frp & providing long term solutions to industries particularly in core sector for prevention of erosion and corrosion of equipment, pumps, pipelines, tanks, vessels, & flooring, concrete and MS structures.
* Providing total fiber Product Manufacturing solution to Power, cement, Sugar pharmaceuticals and oil refineries and petrochemical plants industries through dealers and customers.
* To conduct market surveys & analysis as required for business.
* Follow up of ongoing and upcoming projects all over India through EPC contractors.
* Organizing and conducting demonstration & presentations for orders finalization.
* To actively participate in annual sales, budget & estimate exercises.
* To generate enquiries for new products & its applications and convert these opportunities into business, in coordination with Business Development.
* To follow-up the client to collect payments at domestic & international level.
* To carry out other project base project sales related activities as may be required from time to time.
* Communication with customer up to finishing/completion of the projects.

JOB Responsibilities:-

* Preparing Invoice, proposals and quotations.
* Providing pre-sales and after-sales support.
* Coordinate with dispatch Department for material related activities
* negotiating contracts, terms and conditions
* reviewing cost and sales performance
* writing reports and sales literature
* attending trade exhibitions, conferences and meetings
* Ensuring that sales targets are met.

Knowledge of Site Execution-Project:-

* Dealing professionally and courteously with all customer complaints or queries.
* Prepare Inspection reports and approval from client authorities.
* Follow up application of painting as per Technical data sheets and manufacturing data sheets.
* Maintaining the inspection reports up to date and submitting the project painting progress schedule to the client on weekly basis.
* Following the all the inspection procedures of Fiber product test, and other required inspection as per the specification requirement.
* Generate new database of prospective corporate & project clients by cold calling. Maintain Customer Data; prepare Quotations, invoices for them.
* To maintain all reports on daily /weekly & monthly Basis.

Sales-Project coordinated-2013-2016 :-

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Sr no.** | **Customer** | **Job Description** | **Client** | **Project Location** |
| 01. | Degrimont Ltd | Concrete tank coating – PU | Delhi Jal Board | Delhi |
| 02. | Hindustan Dorr Oliver Ltd –Mumbai | Internal Storage tank coating-Glass Flake Lining | OPAL-ONGC | Dahej-Gujarat |
| 03. | Cairns India Ltd | Tank Boot Coating –External | ONGC- | Kakinada-A.P. |
| 07. | JSW | Frp Hood and Epoxy tank coating Internal and External | JSW | Pen and Ratnagiri |
| 08. | SS Engineering –Mumbai | Epoxy Internal Pipeline coating | HPCL | Bangalore |
| 09 | L&T Hydrocarbon and construction/Das Offshore Ltd –Mumbai | Frp Lining | IOCL | Pardip-Odisha |

###### EDUCATIONAL QUALIFICATIONS

**Professional Qualifications:-** B.tech with specialization in **Information Technology** from SMCET (JAIPUR).

|  |  |  |  |
| --- | --- | --- | --- |
| **Qualification** | **University** | **Year of Passing** | **Aggregate** |
| B. Tech. | RTU(KOTA) | 2012 | 65% |
| S.S.C. | BSEB(PATNA) | 2002 | 59% |
| H.S.C. | BSEB(PATNA) | 2006 | 63% |

**PERSONAL DETAILS**

## Name : Rakesh Kumar.

## Father’s Name : Ram Kripal Singh.

Father’s occupation : Farmer.

## Nationality : Indian.

## Date of Birth : 5/12/1987.

Marital Status : Single.

Languages Known : Hindi, English.

Current location : Pune.

Rakesh Kumar

Date :- / /2018.

Place : pune