**ROHIT** **NAGPAL**



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**Professional Summary**

4+ years of sales experience in supply chain industry, selling services by adopting consultative approach and managing channel partners.

**Work History**

**Executive – Development , North,** 02/2017 till present

**Bluedart Express Ltd** – New Delhi

* Acquiring new customer accounts in tier 2 cities across North requiring domestic/international shipping service solutions;
* Customer Relationship Management providing best-in industry shipping services by solving operational issues involving other departments
* Channel Partner Management by providing optimal solutions for their business queries and communicating with other internal departments on their behalf
* Identifying and Analysing threats and opportunities in new locations for network expansion across North region
* Understanding existing customer requirements and cross sell other services using consultative selling approach
* Working closely with Channel Partners to increase their business revenue by customer acquisition and retention

**Territory Sales Officer**, 03/2016 to 09/2016

**Asian Paints** – Jalandhar, Punjab

Sales of various products of the company to dealers. Following activities are being carried out to achieve the sales target.

 Meeting channel partners, interior decorators, architects etc explaining product properties and its application.

 Explaining the company's promotional schemes in respect of a product,group of products & conducting dealer and painter meets

 Conducting retail audit to assess market potential, estimation of sale of competitors product with a view to adopt suitable strategies of sale.

 Carrying out marketing activities in the assigned territory in order to increase sales as well as to create buzz in the market

Account Manager, 04/2014 to 02/2016

**InXpress** – New Delhi, Delhi

InXpress is a start-up venture based out of Manchester, UK and started its operation in India in the year 2012. The company works in strategic alliance with DHL, a global leader in international express industry, providing shipping services to the SMEs.

 Managed a portfolio of 59 active accounts totaling an average of 10 - 12 lakh rupees a month in sales.

 Brought in 97 new accounts in a time period of 1 year 11 months

 Met with an average of 12 existing clients per week consistently, resulting in a 75% client retention rate.

 Oversaw sales forecasting, goal setting and performance reporting for all accounts.

 Contacted 2-3 of new and prospect customers daily to discuss the services and to enhance the client portfolio and sales revenue

 Negotiated prices, terms of sale and service agreements.

Roles and responsibilities:

 To achieve target and contribute to growth and development of business

 Plan new contacts for customer penetration & retention

 Dealing with key authority and closing the deal with the prospect clients

 Work with other internal departments to resolve customer queries to meet service levels

 Maintaining highest levels of confidentiality in handling all matters

**Intern**, 05/2013 to 07/2013

**Cavinkare** – New delhi, Delhi

**Project Title**:Business Development and Institutional Sales of FMCG Products in Delhi NCR region.

**Project Synopsis**: The project was to identify the companies interested in cross-promotion and their requirements.

The project required corporate sales of company's products and also to look after delivery and payment schedule.

The duration was 6 weeks

Job Responsibilities:

* To identify the prospect clients.
* To meet the concerned authority and to discuss their requirements.
* To hand over the samples and to look after delivery schedule
* To take follow up on sales call
* To close the deal

**Education**

**PGDM**: Marketing, 2014

**New Delhi Institute of Management** - New delhi, Delhi

**Bachelor's in Computer Applications**: Computer Science, 2011 **Sri Guru Gobind Singh College** - Chandigarh, Punjab

**Higher Secondary**: Commerce, 2008

**National Public School** - Hanumangarh, Rajasthan

**Skills**

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| Consultative selling | Customer Relationship Management |
| End to end sales | Channel Partner Management |
| Key Account Management | Supply chain Management |
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