RACHIT KUMAR

Mobile Phone: **+**91-9873808469

Y 14 Green Park Main, New Delhi-110016

Email Address:[**rachitprobable@gmail.com**](mailto:rachitprobable@gmail.com)

Seeking a challenging and multi tasking position in project management, marketing to utilize my incredible experience of 13+ yrs of progressive career in a renowned & vibrant organization. My core competencies include:

* Strategic Planning
* Product Development
* Sales & Marketing
* Track and report on product performance
* Team handling
* Marketing new ideas and Business expansions
* Strategic Marketing
* Revenue and funds allocations etc.
* HR Operations.
* Customer Marketing
* Procurement
* Inventory Management

# Professional Overview

* Dynamic professional career with 12+ yrs experience of incredible business analysis specialized in financial management, recovery, branch administration, marketing and project coordination.
* Excellent project management skills, expertise in creating opportunities & business development.
* Proficient in interpreting and associating the gap b/w business process analysis and improvement to generate business.
* Effective team communicator connecting different departments with business requirements.
* Efficient in developing and optimizing different business modules and providing solutions.
* Proficiency in revenue generating activities with existing and previous data analysis & reporting for decision making for local and overseas market.
* Capable to resolve complex issues relating to performance both at personnel level and management level.
* Effective inter personnel skills to coordinate & participate in a team horizontally and vertically to achieve goals.

ProfessionalExperience

SMART ROOFING SUPPLIES LTD, LONDON , UNITED KINGDOM - BUSINESS DEVELOPMENT MANAGER , JUNE 2016-PRESENT

RESPONSIBLITIES:

* Working as a manager in operations of Roofing Felt, roofing repairs, construction materials, logistic in Entire UK and Europe.
* Having more than 350 clients of Roofing felt and selling them all kinds of construction/industrial materials .
* Working in warehouse of company in Birmingham, UK. Managing and directing the freight goods from manufacturing unit to warehouses and sending to directed venues on daily basis.
* Looking and managing daily basis activities of warehouses, making roosters for existing and new employees.
* Working with leading Construction and Chemicals companies worldwide and selling world class roofing and construction materials
* Dealing with Core metals like, Copper , Aluminium, Zinc metals all manufactured in London industrial area with skilled and technical team expertise.
* Smart Roofing also dealing with construction material like heat insulation roofing and water proofing materials, sound insulating materials, auxiliary equipments polymers and chemicals.
* Exporting materials to all European continents, Middle East, South America, Asia and African continent
* . Visiting customers in the region within a defined customer schedules.

ROYAL INDEX LLC, BUR DUBAI, U.A.E.

MARKETING MANAGER/ JAN 2009- 2016 APRIL

* Obtaining client's information and background to decide investment options for them.
* Worked for the loans, unsecured loans for SME's Corporate through channel and cluster head.
* Providing the best & high return on investment plans for clients per their income, and ability to take risks regarding the market status.
* Designing the customize investment solution for the prospective clients for trading in Oil and Gas, Gold equity plans , real estate(commercial & residential) and seeking loans requirements like : Business loans, SME and personnel requirements.
* Suggesting the best investment plan with minimum risks and maximum return involved.
* Modifying the clients investment plans as per the changing market conditions.
* Retaining the old and new clients informing them best deal on their investment with high returns and low risks.
* Taking the routine feedback from the clients in UAE, South Asia and India itself and providing them best solutions for the future investments.
* Achieving customer satisfaction is element to increasing productivity and representing the organisation in a positive manner
* Procurement and tendering of contracts**.**

MARKETING MANAGER- PNB HOUSING FINANCE LTD. GURGAON DEC 2007- DEC 2008

* Worked as a marketing manager in Loan and approvals in Gurgaon Branch.
* Developing the marketing strategy and implementing the according to the guidelines approved by RBI and PNB bank .
* Increasing the sales from various resources such as DSA, direct and online marketing and increasing sales.
* Developing quality clients by approving projects both commercial and residential in DELHI/NCR.
* Providing on time loan approvals and increasing market share through all leading brands such as DLF, ANSAL, VATIKA, MVL, TULIP and their commercial projects itself.
* Suggesting the best and resource full planning with loan processing department, recovery management, branch administration and operations.
* Approved loan of nearly Rs. 300 crs at Daruhera, Bhiwadi, and all major locations in DELHI.

Qualification:

Masters in Business Administration (Specialized in HR & Marketing) fromIndian Institute of Planning and Management, New Delhi (Degree IMI University, Brussels, Belgium) - 2007

Bachelor of Commerce from Delhi University – 2004

Diploma in Computer applications from Tata - InfoTech - 2004

Professional Certifications:

NCFM Certified in Financial Markets - A Beginners’ Module

Technical Skill

Operating Systems**:** Windows; MS-Office**:** Word, Excel & PPT; Languages**:** Java, C++, Oracle, Win tally 2009 professionals

Thesis:

|  |
| --- |
| Marketing Strategy of Hyundai Motors India Limited |
| * Handled the various marketing aspects of Hyundai Motors India Ltd * Comparison of Hyundai cars with all other segments of automobile industry in India * Evaluating and comparing Hyundai cars and analyzing the marketing strategies of company with other companies * Taken Hyundai "Santro" as a B segment car and compared with other B segment cars |

Summer Training:

|  |
| --- |
| * Finance and Marketing |
| Motilal Oswal Securities Limited |

* Efficiently handled the project in Portfolio Management Services, Equity, Mutual Funds and Commodities

|  |
| --- |
| Property Functions, Trade Marks techniques on various brands in different countries such as Switzerland , Qatar and Middle East which in |
| Accolades & Achievements |

Travelled to Switzerland for 30 days during 2006 and visited W.T.O, WIPO (World Intellectual Property Organization), U.N Headquarters, Geneva

Visited Doha, Qatar to learn about the Middle East Culture and Marketing Strategy of Qatar Airways.

Presentation / Campaign:

* Madura garments marketing strategy
* Low cost airlines-feasible or not
* Comparison between China’s and Indian economy
* Educational tour to Switzerland (“Global opportunity and Threat Analysis”)
* Finance Project on Companies Portfolio’s
* National Economic Presentation on “Indians Cannot Implement”
* Advertising Campaign on promotion of “RAJASTHAN TOURISM”
* Organizational Behaviour and Human Resource Effectiveness at D.C.M Shree Ram Sugar Limited

PERSONNEL DETAILS**:**

DATE OF BIRTH: 23.02.1981

LANGUAGES KNOWN- English & Hindi

Email Id: [rachitprobable@gmail.com](mailto:rachitprobable@gmail.com)