

Rakesh Ranjan

Delhi

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PERSONAL SUMMARY

Sales & marketing focused strategist, offering rich expertise that directly results in efficiency improvement & cost saving; coupled with skilled in revenue growth & network expansion.

ACADEMIC QUALIFICATIONS

COURSE	INSTITUTE	UNIVERSITY	PERCENTAGE
PGDM Sales & Marketing (2014-2016)	ITM University Bangalore	ITM	74.72 %
B.Sc in Hotel Mgmt & tourism (2010-2013)	Annamalai University Chidambaram, T.N	Annamalai University	64.3 %
Intermediate (2008-2010)	Bal Vikas Vidyalaya, Sasaram	C.B.S.E	64.6%
SSC (2007)	Bal Vikas Vidyalaya, Sasaram	C.B.S.E	65%

Skills:

- Project sales.
- Channel sales & Retail sales.
- Customer type (B2B, B2C).
- Distribution management.
- Channel Expansion.
- Team Player.
- Dealer engagement program.
- Objection handling.

CAREER HISTORY

Company- **GN Resound Ltd.**

Designation- Sales Manager, Delhi NCR/ UP West.

Tenure-From December 2018 to Present.

Job Responsibilities:

- Adding new channel partners for business development.
- Meeting with Dealers, Audiologists, Ent's.
- Giving product demos to dealers and end users.
- Collection Of OD amount on time.
- Maintaining good relationship with supply chain for better service.
- Product campaign for brand awareness.

Company- **Akzonobel Inida Ltd.(Dulux Decorative Division)**

Designation- Senior Territory Sales Officer, Delhi & Rajasthan (Sikar & Jhunjhunu)

Tenure-From July 2016 to November 2018

Job Responsibilities:

- Providing up-to-date documentation for all sales arrangements.
- Seeking out, establishing and maintaining relationships with dealers, customers and Architects.
- Proactively developing and retaining key customer accounts.
- Adding new channel partners and develops business.
- Arranging for all outstanding debts to be collected within due time periods set.
- Training about new products to dealers and contractors.

➤ Worked as a management trainee (Department Manager) in Shoppers Stop Ltd. , Bangalore from April 2015 to May 2016.

PROJECT DETAILS

- Handling the assigned department.
- Visual Merchandising.
- Responsible for guiding and distributing the work among team members.
- Responsible for preparation of procurement chart.
- Customer complaint handing and satisfaction.

PROFESSIONAL EXPERIENCE

- Experienced in the management of a field based team.
- Ability to work closely with and develop relationships with dealers and contractors.
- Improving and developing the knowledge & skills of field sales team.
- Highly organized with a positive 'can do' attitude.
- Experience of using modern business methods in a practical way.

MAIN-PROJECT WORK

Title	:	Minimum Density Quantity
Role	:	Team Lead
Tenure	:	April 2016 to July 2016
Company	:	Shoppers Stop Ltd., Bangalore
Team Size	:	3
Environment	:	Sales & Operation

ACHIEVEMENTS

- Awarded as Best TSO in AKZONOBEL INDIA LTD FOR H1 2018.
- Bagged 2nd prize in 400 meters race in CBSE cluster
- Bagged Silver Certificate for core coordinator for marketing event "NIRVANA".
- Bagged prize for 100% attendance at College.

INDUSTRIAL EXPOSURE

- 4 Months Industrial Training in ITC groups of hotel, Aurangabad.
- 1 Month Vocational Training at Country Inn & Suites, Ahmedabad.

NGO

Worked with NGO "SAMARTHANAM Trust" Bangalore. It was a great privilege to work for unprivileged and physical disabled children's.

PERSONAL DETAILS

Date of Birth	:	16-Sept-1992
Languages known	:	Hindi, English, Bhojpuri, basic Bengali
Hobbies	:	Cooking, exploring new places, Meeting new people.
Present Address	:	H No-286,Saraswati Vihar,Chakkarpur Gurgaon 122001 Haryana
Permanent residence	:	Gopal ganj, near saraswati shishu mandir school,Sasaram Dist-Rohtas 821115 Bihar

DECLARATION

I hereby declare that the information furnished above is true to the best of my knowledge.

Place:

(Rakesh Ranjan)