

PROFESSIONAL EXCELLENCE SUMMARY-

Associate has experience of *eight years above*

In the field of *Electrical Silent Gensets* products selling, and in the field of business to business marketing

Have capacity to adopt new concepts with due responsibilities.

Obtained necessary training on various related subjects such as marketing and organizational communication etc.

communication skills with expression, transmission and interpretation of knowledge and ideas. Strong in organizational, time management and verbal skills.

(From May 2017 To August 2020)

GSP Power Projects (GOEM of Mahindra Powerol.)

Gurgaon

Designation:

Business Development Manager

TASKS AND RESPONSIBILITIES

- Meeting with private sector's builders project managers ,or electrical engineers and giving presentation for our products
- **Fixing appointment with contractors and suppliers**
- Manage and coordinate all marketing, advertising and promotional activities.
- Adding new free lancers for the business purpose.
- Increasing the business by direct sale and Cold calling.
- Marketing of the product by direct visiting the new customers.
- Co-coordinating with the 3S Dealer for providing services to the customers.
- **Meeting with Architect & Electrical Consultants.**

SKILLS AND SPECIFICATIONS

- Strong remote and direct sales skills.
- Intimate knowledge of sales and marketing.
- Knowledge of dealing with Dealers, Freelancer & Rental Players.
- Have good presentation and demonstration skills.
- Should operate effectively under minimal supervision.
- Prepared to travel anytime.
- Excellent interpersonal and managing project skills.

From February 2017 To April 2017)

Maas Generators pvt ltd(GOEM of TMTL.)
Delhi

Designation:

Area Sales Manager

TASKS AND RESPONSIBILITIES

- Meeting with private sector's builders project managers ,or electrical engineers and giving presentation for our products
- **Fixing appointment with contractors and suppliers**
- Manage and coordinate all marketing, advertising and promotional activities.
- Adding new free lancers for the business purpose.
- Increasing the business by direct sale and Cold calling.
- Marketing of the product by direct visiting the new customers.
- Co-coordinating with the 3S Dealer for providing services to the customers.
- **Meeting with Architect & Electrical Consultants.**

SKILLS AND SPECIFICATIONS

- Strong remote and direct sales skills.
- Intimate knowledge of sales and marketing.
- Knowledge of dealing with Dealers, Freelancer & Rental Players.
- Have good presentation and demonstration skills.
- Should operate effectively under minimal supervision.
- Prepared to travel anytime.
- Excellent interpersonal and managing project skills.

(From July 2015 To January 2017)

GSP Power Projects (GOEM of Mahindra Powerol.)
Gurgaon

Designation:

Business Development Manager

TASKS AND RESPONSIBILITIES

- Meeting with private sector's builders project managers ,or electrical engineers and giving presentation for our products
- **Fixing appointment with contractors and suppliers**
- Manage and coordinate all marketing, advertising and promotional activities.
- Adding new free lancers for the business purpose.
- Increasing the business by direct sale and Cold calling.
- Marketing of the product by direct visiting the new customers.
- Co-coordinating with the 3S Dealer for providing services to the customers.
- **Meeting with Architect & Electrical Consultants.**

SKILLS AND SPECIFICATIONS

- Strong remote and direct sales skills.
- Intimate knowledge of sales and marketing.
- Knowledge of dealing with Dealers, Freelancer & Rental Players.
- Have good presentation and demonstration skills.
- Should operate effectively under minimal supervision.
- Prepared to travel anytime.
- Excellent interpersonal and managing project skills.

(From Feb 2014 to June 2015)

SHINE METAL UDYOG PVT LTD. (OEM's Of TMTL.)

Hisar Haryana

Designation:

Asst. Manager Marketing

TASKS AND RESPONSIBILITIES

- Meeting with private sector's builders project managers ,or electrical engineers and giving presentation for our products
- **Fixing appointment with contractors and suppliers**
- Taking part Tenders & contracts.
- Manage and coordinate all marketing, advertising and promotional activities.
- Adding free lancers for the business purposes of company.
- Increasing the business by direct sale.
- Marketing of the product by direct visiting the new customers.
- Co-coordinating with 3S Dealer for providing services to the customers.
- **Meeting with Architect & Electrical Consultants.**

SKILLS AND SPECIFICATIONS

- Strong remote and direct sales skills.
- Intimate knowledge of sales and marketing.
- Knowledge of dealing with dealers.
- Have good presentation and demonstration skills.
- Should operate effectively under minimal supervision.
- Prepared to travel anytime.
- Excellent interpersonal and managing project skills.

CHE TAN KUMAR
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Email: guptachetan326@gmail.com

PREVIOUS COMPANY (February 2013 – January 2014)

**Unicel Autotech (3S Dealer Of Mahindra Powerol)
Rohtak, Haryana**

DESIGNATION:

Sales Executive

JOB PROFILE:

- Silent dg set sales and marketing activities.
- Retail Marketing & sales
- Handling all the marketing activities related to preparation of offers till closing of orders.
- Coordinate with financier for finance dg set.

TASKS AND RESPONSIBILITIES

- New client acquisition
- Daily updating of DVR.
- Reporting to the manager
- Find out new probability for new client and expanding business opportunity
- Fixing meeting with company heads or upper level managers
- Giving presentation on our products to new clients
- Closing the deals
- Achieving sales target

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PREVIOUS COMPANY (July 2012– January 2013)

**Sai Power (3S Dealer Of Mahindra Powerol)
Moradabad, UP**

DESIGNATION:

Sales Executive

JOB PROFILE:

- Silent dg set sales and marketing activities.
- Retail Marketing & sales
- Handling all the marketing activities related to preparation of offers till closing of orders.
- Coordinate with financier for finance dg set.

TASKS AND RESPONSIBILITIES

- New client acquisition
- Daily updating of DVR.
- Reporting to the manager
- Find out new probability for new client and expanding business opportunity
- Fixing meeting with company heads or upper level mangers
- Giving presentation on our products to new clients
- Closing the deals
- Achieving sales target

PROFESSIONAL AFFILIATION-

- *Achieved Master of Business Administration (Marketing & finance) as specialization from FIMT, Bareilly*

affiliated GBTU, Lucknow (2010-2012).

- Achieved *Bachelor of Computer Application* from Invertis Institute Of Management Studies, Bareilly affiliated MJPRU, Bareilly (2007-2010)

EDUCATIONAL BACKGROUND-

- SSC. (2004) from C Pal Arya Adarsh Inter college Bahjoi, Moradabad.
- HSS. (2007) from C Pal Arya Adarsh Inter college Bahjoi, Moradabad.

COMPUTER PROGRAMMING SKILLS-

Practiced Office Package-

Microsoft Word, Microsoft Excel, Microsoft PowerPoint, Microsoft Outlook Express

INTERESTS AND ACTIVITIES-

Very keen to adventure the new ways for good sales and marketing activities to promote the sale & promotions.

Personnel Details-

Address: B-96A Ground Floor Gali No 6 South Ganesh Nagar Delhi-110092

Date of Birth- 10-02-1989
Marital Status- Married
Father's name- Shri Mahesh Chandra

Your Faithfully

Dated

Chetan Kumar