

RAHUL SINGH THAKUR

thakurrahul3110@gmail.com

Contact No :- 8169741838

Address:-H.No K/21 Hathital Colony
Jabalpur, M.P

Ambitious and hard-working, co-operative and developing strong work relationships, with customers & internal team players; also seeking assignments in:

MARKETING & SALES | BUSINESS DEVELOPMENT | BRAND MANAGEMENT

Summary

Qualified with Bachelor of Engineering and M.B.A, having 6.8+ years of work experience.

Exposure in New Product Development, Brand Awareness/Development, Internal Marketing, Brand Promotion, Dealer Development, Channel sales, Direct sales, Market ShareExpansion,Target Achievement, Product Presentation, Team Management, etc.

Professional Experience

Mahakaushal Tyre Works and Sales Private Limited (August 2018 – December 2020)

Assistant Sales Manager – Jabalpur,M.P

- Mahakaushal Tyre works is a quality driven organization offering a wide range of tyres.
- Handling Jabalpur region
- Handling Team
- Responsible for Business development.
- Planning & execution of enquiry generation activities & handling customer concerns.
- New Product development.
- Meeting regular sales targets

Alchemie Gases & Chemicals Pvt. Ltd.(May 2017 To June 2018)

Assistant Sales Manager - Mumbai

- Alchemie Gases & Chemicals Pvt. Ltd. is one of the leading Manufacturer, Supplier and Exporter of wide variety of gaseous products that are used in many small and large industries.
- Responsible for Business development.
- Used LinkedIn to connect with professionals of Industries for Business Meeting.
- Planning & execution of inquiry generation activities & handling customer concerns.

- New Product development and Dealer Development.
- Meeting regular sales targets and successfully Handled Team
- Handling the important customer such as Tata Motors, Jindal Steel, Mahindra and Mahindra, Perkin Industries Ltd etc.
- Attending industry functions such as association events and conferences and provide feedback and information on market and creative trends.
- Prospect for potential new clients and turn this into increased business.
- Work with technical staff and other internal colleagues to meet customer needs.
- Present to and consult with mid and senior Level management on business trends with a view to developing new service products and distribution channels.
- Paying close attention to daily operations, recommending and creating improved courses of action where necessary.
- Prepared and delivered technical presentations to clients and explained product features and service terms and conditions.
- Provides product, service, or equipment technical and engineering information by answering questions and requests.

Hyundai Motors India Ltd (August 2013 to April 2017)

Business Developer -Mumbai

- Modi Hyundai is Hyundai premium car Showroom in Mumbai.
- Work as Business Developer in Modi Hyundai.
- Responsible for Business development.
- Present new products and services and enhance existing relationships.
- Identify opportunities for campaign services and distribution channels that will lead to an increase in sales.
- Using Knowledge of the market and competitors identify and develop the company's unique selling propositions and differentiators.
- Product Launched, customer feedback, tracking competition reaction.
- Maintained Vehicle display with POS & making deliveries according to SOP.
- Proficiently handling key customers & simultaneously providing business also.
- Responsible for maintaining customer relation and customer satisfaction.
- Developing sales goals for the team and ensuring they are met.
- Conducting campaigns and activities for generating revenue.

IT Skills

Computer Skills

- Windows OS, MS Office, Adobe Photoshop &

Certificate Course

- Course on Mechanical auto-cad

Education

- Rajiv Gandhi Pradyogiki Vishwavidyalaya (RGPV), Bhopal (M.P)

B.E. Mechanical Engineering in 2013

M.B.A, Marketing and Finance in 2020

R.D.V.V, Jabalpur, M.P

- St.M.H.S.School, Jabalpur

12th Board (M.P. Board) in 2007

Personal Details

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| Date of Birth | 31 October 1987 |
| Gender | Male |
| Marital Status | Unmarried |
| Nationality | Indian |
| Email ID | thakurrahul3110@gmail.com |
| Contact No. | 8169741838 |
| Permanent Address. | H.No- K/ 21 Hathital Colony, Jabalpur, M.P |

Date:

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Place: