

Rahul Roy

Mobile: +91 9899604567,

E-Mail: rahul.r119@gmail.com

Challenging managerial assignments in Sales & Marketing/ Team Management

SYNOPSIS

Business Development

Sales & Marketing

Team Management

A result driven professional with nearly 16+ years of experience in the areas of Business Development, Sales & Marketing and Team Management.

A proactive planner with abilities in devising effective strategies for augmenting business, identifying and penetrating new market segments, promoting products for business excellence.

Developed competency in implementing strategies towards enhancing sales volumes and growth, by taking using various marketing strategies.

Possess effective communication, interpersonal & problem solving by negotiation skills and has handled extremely busy and hectic schedules.

CORE COMPETENCIES

Business Development & Marketing:

- Analyzing business potential and implementing plans to drive channels for attaining business targets and achieving desired targets.
- Looking after all the sales & marketing related activities, competitor analysis & competency mapping for keeping abreast of market trends and competitor moves to achieve market share.

Feb 2019 To Till Date Joined as North Regional Manager At HVL Pest Services Pvt.Ltd

- Managing network in sales, operation & coordinating with prospect clients.
- Facilitating problem solving and collaboration & striving for team consensus and win-win agreements.
- Ensuring discussions and decisions lead toward closure.
- Maintaining customers' data and update it on regular basis.
Look the entire Major Client e.g. Hivloop Logistics Pvt.Ltd (Uddan), Genpact India Pvt.Ltd. Forties Hospital, Haldiram Restaurant, Mc-Donald's, Jubilant Food Works Ltd (Domino's), Cadbury India Ltd (**Mondelēz India Foods Limited.**), Nestle India Ltd etc.
- Effectively working for the customer and provided excellent service to them at satisfactory level and got feedback from them.
- Dealing with multicultural clientele; resolve their complaints-queries through effective convincing.
- Maintaining client relations and ensure customer satisfaction.
- Motivating and inspiring team members, leading by setting a good example.
- Manage all expense and Daily Allowance.
- Preparing all incentives and Pass of actual basis.
- Preparing annually budgeting
- Proper training provides to staff how to use safety equipment, first aid and safety precaution.
- At time of (ISO 9001, ISO 14001, ISO 22000, HACCP, AIB) Audit we help the client to arrange all the documents. layout plane, Technician Training Program, Technician Training Certificate, Pesticide or Chemical Used and proper Dilution, all MSDS of Pesticide etc.

Dec 2015 To Jan 2019 Joined as Business Head At Global Material Technology INC. (USA)

- Managing network in sales and coordinating with prospect clients.
 - Facilitating problem solving and collaboration & striving for team consensus and win-win agreements.
 - Ensuring discussions and decisions lead toward closure.
 - Managing network in sales and coordinating with prospect clients.
 - Maintaining customers' data and update it on regular basis.
 - Fixing appointment with clients to educate them about the Product.
 - Building profitable and long-term relationship with corporate clientele.
 - Effectively working for the customer and provided excellent service to them at satisfactory level and got feedback from them.
 - Dealing with multicultural clientele; resolve their complaints-queries through effective convincing. Maintaining client relations and ensure customer satisfaction.
 - Dealing with multicultural clientele; resolve their complaints-queries through effective convincing.
 - Maintaining client relations and ensure customer satisfaction.
 - Worldwide export and import manage of products.
 - Motivating and inspiring team members, leading by setting a good example (role model) - behaviour consistent with words.
 - Manage all expense and Daily Allowance.
 - Preparing all incentives and Pass of actual basis.
 - Check the DSR on daily basis.
-

Feb 2013 to Dec 2015 as Branch Manager At Pest Control M.Walsh Pvt.Ltd. (PCMW)

Responsibilities:

- Generates the Enquires for Pan India basis or regional region.
- Site visit And Submit the Inspection Report with pest Identification and Quotation as per customer Requirements.
- Handling All Key Account e.g KBRL, Shree Lal Mahal, Bharti wall Mart, NCMSL, Cadbury Food India Ltd. GSK, Red Fox Hotel, Bharti Air tel and many more.
- Handling All Pre & Post –Contraction termite work with All Documents.
- All BTL & ATL Activity time to time.
- Follows all major outstanding with proper documentation.
- Motivating and inspiring team members, leading by setting a good example (role model) - behavior consistent with words.
- Facilitating problem solving and collaboration & striving for team consensus and win-win agreements.
- Ensuring discussions and decisions lead toward closure.
- Managing network in sales and coordinating with prospect clients.
- Maintaining customers' data and update it on regular basis.
- Fixing appointment with clients to educate them about the Services and Product.
- Building profitable and long term relationship with corporate clientele.
- Effectively working for the customer and provided excellent service to them at satisfactory level and got feedback from them.
- Dealing with multicultural clientele; resolve their complaints-queries through effective convincing. Maintaining client relations and ensure customer satisfaction.
- Dealing with multicultural clientele; resolve their complaints-queries through effective convincing. Maintaining client relations and ensure customer satisfaction.
- Prepare Fumigation Plan:
- Insect/Pest of Stored grain and milled products, their identification, biology. Nature damage, diction and control.
- Pesticides tolerance limited of residues, antidotes and precaution and safe handling of pesticides.
- Testing of gas leakage measuring and use of phosphine monitor.
- Proper training provides to staff how to use safety equipment, first aid and safety precaution.
- Inspection of food grains.
- Sampling techniques and grading of food grains.

March 2012 To Jan 2013 As Branch Manager At Godrej Iss Hicare Pvt Ltd.

Responsibilities:

- Trained All technician Supervisors, technician, Sales (Commercial & residential) & Call Officers.
 - Handling All Major Client with Proper document.
 - Preparing All Audit Report Of Major Client.
 - Monitoring All Operation Manager and Daily Activity.
Handling All Key Account e.g. Mother Dairy, Adobe System India Pvt. Ltd, Ginger Hotel-Manesar, Hotel Golf View, Ats & Buddha International Circuit (JPSI)
 - Handling All Pre-Contraction with All Documents.
 - All BTL & ATL Activity time to time.
 - Follows all major outstanding with proper documentation.
 - Motivating and inspiring team members, leading by setting a good example (role model) - behaviour consistent with words.
 - Facilitating problem solving and collaboration & striving for team consensus and win-win agreements.
 - Ensuring discussions and decisions lead toward closure.
 - Managing network in sales and coordinating with prospect clients.
 - Maintaining customers' data and update it on regular basis.
 - Fixing appointment with clients to educate them about the Services and Product.
 - Building profitable and long term relationship with corporate clientele.
 - Effectively working for the customer and provided excellent service to them at satisfactory level and got feedback from them.
 - Dealing with multicultural clientele; resolve their complaints-queries through effective convincing. Maintaining client relations and ensure customer satisfaction.
 - Handling All Stock Management.
 - Take reporting to CCO, Operation & Technician on daily basis.
 - Monthly Meeting and Preparing of Minutes of Meeting.
 - Manage all expense and Daily Allowance.
 - Preparing all incentives and Pass of actual basis.
-

May-2006 to Feb 2012 Area Sales Manager, PEST CONTROL (INDIA) PVT,LTD.

Responsibilities:

- Generates the Enquires for Pan India basis or regional region.
- Site visit And Submit the Inspection Report with pest Identification and Quotation as per customer Requirements.
- Facilitating problem solving and collaboration & striving for team consensus and win-win agreements.
- Ensuring discussions and decisions lead toward closure.
- Managing network in sales and coordinating with prospect clients.
- Maintaining customers' data and update it on regular basis.
- Fixing appointment with clients to educate them about the Services and Product.
- Building profitable and long-term relationship with corporate clientele.
- Effectively working for the customer and provided excellent service to them at satisfactory level and got feedback from them.
- Accurate Area distribution for sale Executive and collect all market potentials.
- Look all Major Outstanding and collection explanation for sale Executive.
- Submit the Monthly pest management reports, MSDS and Audit Report.
- At time of (ISO 9001, ISO 14001, ISO 22000, HACCP, AIB) Audit we help the client to arrange all the documents.e.g.: layout plane, Technician Training Program, Technician Training Certificate, Pesticide or Chemical Used and proper Dilution, all MSDS of Pesticide etc.
- Check the Daily Sale Report on regular basis.
- Take Monthly Sales Meeting and Send the Minutes of meeting to the Superiors.
- To keep organization, update on the competitors' activity in my Area
- To keep a close eye on the developments & opportunities in my Area.

June'2004 to April 2006 Sales Representative, Adarash Machine Tool Pvt Ltd,

Responsibilities:

- Preparing promotional materials for promotional events.
- Creating project work plans and revises as appropriate to meet changing needs and requirements.
- Identifying resources needed and assigns individual responsibilities.
- Managing day-to-day operational aspects of a project and scope.
- Reviewing deliverables prepared by team before passing to client.
- Effectively applies methodology and enforces project standards
- Managing people and handle work force diversity.
- Manage all territory those who I looked.

Highlights:

- **Achieved set sales, marketing and revenue targets successfully.**
- **Effectively built profitable relationships with clients and companies, managed & trained sales team.**
- **First promotion in 2007 in PCI CSE to Area Sales Manager.**
- **Got Indian railways tenders independently.**

SCHOLISTICS:

- 10th C.B.S.E. BOARD in 2000 DELHI
- 10+2th C.B.S.E. BOARD in 2002 DELHI
- Two year Diploma in **x-ray & E.C.G.** From IPH&H Mahipalpur. **(In 2006 First Division.)**
- One year diploma in **D.C.A** (Diploma in Computer Application).
- **BBA with Asian Institute of Management & Technology (In 2009 with First Division)**
- **MBA in Marketing with (AIMA).**

Computer skills:

Ms Office, outlook, internet

PERSONAL DOSSIER:

Languages Proficiency	:	English, Hindi
Address	:	33 3 rd Floor Street No-11 New Lahore Shastri Nagar Delhi-110031
Date of Birth	:	18 December, 1984.
Nationality	:	Indian

(Rahul Roy)