

## **CURRICULAM VIATE**

**RAKESH KUMAR TIWARI**

**NO.2 BHOLA NATH NAGAR SHAHDARA DELHI**

**496 E/2E/3F MAHAVEER BLOCK, STREET**

**Mob-9999269581**

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### **CAREER OBJECTIVE:**

Looking to retain a supervising role and utilize my leadership skills to motivate staff and production teams to improve productivity and meet organizational objectives.

Presently Working- -PRISM CONSULTING ENGINEERS-NOIDA

Total EXPERIENCE SUMMARY: 20 Years Experience in Sales & Marketing

**PRISM CONSULTING ENGINEERS**-Nov-2022 to till date-As a **Institutional Sales Manager**

### **Responsibilities**

**Building and maintaining relationships:** Maintaining strong relationships with key clients and stakeholders.

**Setting sales targets:** Planning and forecasting sales targets, and devising strategies to achieve them.

**Creating sales materials:** Developing sales pitches and materials using market research to reach the target audience

**Managing the sales team:** Overseeing the sales team to achieve sales targets and goals

**Promoting products:** Making customers aware of company products through promotional activities in corporate institutions.

**Reporting:** Providing periodic reports on sales performance to higher management.

**BINDRA ELECTRICALS-GURUGRAM** -2019-2022-AUGUST as a **Sales Officer**

### **Responsibilities**

**Building relationships:** Identifying opportunities and developing relationships with institutional investors and investment consultants

**Selling to corporate clients:** Selling products to large corporate clients

**Managing clients:** Managing and enhancing relationships with existing clients

**Promoting products:** Making new and existing customers aware of the company's products through promotional activities

**Identifying new business opportunities:** Analyzing customer portfolios to understand their potential needs and procure new business

**Contributing to sales strategy:** Contributing to the overall sales strategy in the region

**Helping Identify New Business Opportunities:** Helping Identify New Business Opportunities and upcoming Product Searches

**IPE GLOBL-GURUGRAM-2015-2019 as a Sales Officer**

**Responsibilities**

**Building relationships:** Identifying opportunities and developing relationships with institutional investors and investment consultants

**Selling to corporate clients:** Selling products to large corporate clients

**Managing clients:** Managing and enhancing relationships with existing clients

**Promoting products:** Making new and existing customers aware of the company's products through promotional activities

**Identifying new business opportunities:** Analyzing customer portfolios to understand their potential needs and procure new business

**Contributing to sales strategy:** Contributing to the overall sales strategy in the region

**Helping Identify New Business Opportunities:** Helping Identify New Business Opportunities and upcoming Product Searches

**CHEM LINNE INDIA LTD. SONIPAT-2009-2014- as a Sales Officer,**

**Responsibilities**

**Building relationships:** Identifying opportunities and developing relationships with institutional investors and investment consultants

**Selling to corporate clients:** Selling products to large corporate clients

**Managing clients:** Managing and enhancing relationships with existing clients

**Promoting products:** Making new and existing customers aware of the company's products through promotional activities

**Identifying new business opportunities:** Analyzing customer portfolios to understand their potential needs and procure new business

**Contributing to sales strategy:** Contributing to the overall sales strategy in the region

**Helping Identify New Business Opportunities:** Helping Identify New Business Opportunities and upcoming Product Searches

## **INDO GULF-SULTANPUR-2000-2008- as a Sales Officer Responsibilities**

**Building relationships:** Identifying opportunities and developing relationships with institutional investors and investment consultants

**Selling to corporate clients:** Selling products to large corporate clients

**Managing clients:** Managing and enhancing relationships with existing clients

**Promoting products:** Making new and existing customers aware of the company's products through promotional activities

**Identifying new business opportunities:** Analyzing customer portfolios to understand their potential needs and procure new business

**Contributing to sales strategy:** Contributing to the overall sales strategy in the region

**Helping Identify New Business Opportunities:** Helping Identify New Business Opportunities and upcoming Product Searches

## **Key Skills**

Strong leadership

Effective communication

Deal strategy

Time management

Training and coaching

Creating sales plans and processes

Forecasting sales and creating reports

## **EDUCATIONAL QUALIFICATION:**

- MA.

- LLB.

- **TECHNICAL QUALIFICATION :**

- Computer Diploma

**PERSONAL PROFILE :**

Name : Rakesh Kumar Tiwari

Father's Name : Sri Vidya Pati Tiwari

Date of Birth : 01-01-1973

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Language Known : English & Hindi

Date: 02-12-2024

Place: Delhi

(Rakesh Kumar Tiwari)