

Santosh Gupta

Business Development Manager

Manpada Thane West- 400607

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Profile:

Dedicated and detail-oriented Marketing and Sales manager with 7+ years of experience in FMCG, Pesticides-chemical & Agro-chemical products. Seeking a challenging and Dynamic Position with a Growing firm to add some value for better growing and Profit of the organization along with developing my Knowledge and selling skills. Special interest in achieving the Sales Target and Training the team about the Product and sales Strategy.

Experience:

Business Development Manager | SYNGENTA INDIA PVT LTD. | AUGUST 2024- PRESENT

- Identify and develop strategic partnerships with pesticides chemical distributors, cooperatives, and optimize go-to-market channels.
- Expert at maintaining relations with corporate clients and Responsible for key accounts Sales and Support.
- Managed multi-platform regional and national campaigns along with team Handling.
- Cultivate & maintain strong relationship with Key Customers and Distributors.
- Serve as the main point of contact for client queries, concern and escalation.
- Ensure effective communication & coordination with key customers and sales team to meet sales target.
- Coordinating with cross functional teams including purchase & account to ensure seamless execution of orders.
- Responsible for developing and updating training materials, providing training, and supporting key users.
- Conducted field demonstrations, farmer meeting to promote awareness and application techniques of new-generation pesticides.
- Achieved monthly and quarterly sales targets, contributing significantly to regional revenue goals and product penetration.
- Time to time follow-up with customer for payment & Regular orders.

Sales & Marketing Executive | KALYANI INDUSTRIES | JANUARY 2023 – AUGUST 2024

- Establish, develop and maintain relationship with existing and new customers benefits from range of Agricultural Pesticide, Public health Insecticide.
- Develop and execute plans to meet established sales target and Obejective.
- Manage relationship with distributors so that they promote our products to clients.
- Provide industry and product knowledge to customers on different segment and planing of visits to existing and new customers.
- Prepare reports on the Sales and work on new leads as per the territory to develop New Customers.

- Doing follow up with customers related to their queries.
- Maintaining sheet of inquiries and sample of customer and sales person report of new development.
- Preparing data and literature support for different herbal products formulation and cosmetic formulations.

Senior Sales Officer | HINDUSTAN UNILIVER. | NOVEMBER 2017- DECEMBER 2022

- Responsible for the sales and marketing of FMCG Products.
- Maintaining relationship with customers and training the team on product knowledge.
- Prepared reports on the above information and report the same to the marketing manager.
- Working on fields with the team.

Education:

Bachelor of Commerce | 2019 | GSS college, Mumbai University.

Skills & Abilities:

Hard working, Sales & Marketing, Customer Service, MS-CIT, Excel & Tally.	Client management, Team work, time management, New staff training & Development.
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Activities and Interests:

- Gym
- Listening songs
- Travel.