**RESUME**



**RAKESH**

[**RAKESH.372242@2freemail.com**](mailto:RAKESH.372242@2freemail.com)

***CAREER OBJECTIVE***

Aspiring for a challenging & rewarding position in the fields of Sales & Marketing in an established organization where my skills and experience can be fully utilized to achieve the organizational goals.

# PROFESSSIONAL PROFILE

18+years of proven track record in sales, marketing & business development of FMCG, Building Materials & investment. Excellent communication & negotiation skills at all levels. Responsible & result oriented team player with leadership skills

Summary of jobs handled and responsibilities

* Represent the companies in exhibitions and product promotional events.
* Develop & execute sales and marketing strategies
* Responsible for high profile project sales
* Handled agency network development of representing territory.
* Analyzing market trends, identify & upgrade product range
* Identify & Develop new regions for the business
* Lead and guide team of young sales teams to achieve team targets
* Analyze enquiries generated by a team of sales representatives and support them in converting potential enquiries into business.
* Handle customer grievances and resolve with maximum customer satisfaction

*Position Held :* ***Senior Business Development Executive*** */Jan’15 till Jul’17*

*Organization* ***: Anugraha Properties, Chennai, Tamil Nadu, India***

*The company is a leading property developer in Tamil Nadu, South India*

Position Held : ***Assistant Marketing Manager*** / Feb’10 to Dec’14

Organization : ***DH Lifestyle Products Pvt. Ltd., Conchin, Kerala***

*The company is importer and distributor of Bath Accessories.*

Position Held : **Senior Sales Officer** / Feb’09 to Jan’10

Organization : ***GBA Products Co. Ltd, Jebel Ali, Dubai, UAE***

The company is trading imported Fibre glass raw materials in Middle East

Position Held : **Senior Sales Officer** / Feb’06 to Jan’09

Organization : ***Berger Paints India Ltd.***

Position Held : **Customer Support Officer / Nov’03 to Jan’06**

Organization : **Sphinax Chemical Industries Pvt. Ltd., (Sheenlac Paints)**

Position Held : **Project In-Charges & Sales Executive** / Mar’99 to Nov’03

Organization : **New-Tech Designers, Chennai, Tamil Nadu**

# PERSONAL DETAILS

Academic Qualification : Diploma in Civil Engineering

Computer Skills : MS Office & AutoCAD

Nationality : Indian

Date of Birth : 07th June 1980

Languages known : English, Hindi, Malayalam, Tamil & Kannada

**Visa Status : Visit Visa**

**Visa Validity : Valid until 12th November 2017**

References : Available upon request