

RajendraKumarChoudhary

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PersonalDetails

BirthDate:1988-02-02

Industry:Construction

DrivingLicense: No3 ofUAE

WorkExperience

SalesManager

Tareeq Al Ahlam Marble Scratching and Cutting LLC - Sharjah 1

Dec 2020 to 23 Nov 2022

- Complete knowledge about the products itsnecessary
- Carried out day-to-day duties accurately and efficiently.
- Collaborated with team members to achieve target results.
- Used critical thinking to break down problems, evaluate solutions and make decisions
- Resolved problems, improved operations and provided exceptional service.
- Participated in continuous improvement by generating suggestions, engaging in problem-solving activities to support teamwork.
- Worked with customers to understand needs and provide excellent service.
- Participated in team-building activities to enhance working relationships.
- offered friendly and efficient service to customers, handled challenging situations with ease.
- Increased customer satisfaction by resolving issues, Delivered services to customer locations within specific timeframes.
- Needto Identifies business opportunities in the industry by researching and analyzing salesoptions.
- Sells productsbyestablishing contact and developing relationships with prospects and recommending solutions.
- Maintaining and increasing sales of MarbleandGranite
- Establishing,maintainingandexpandingofcustomerbasefornewbusiness.
- Floatingenquiry,preparingcomparativecharts,getassistingwithproductmanagerinratesfinalization,etc.
- Identifiesproductimprovementsornewproductsbyremainingcurrentonindustrytrends,marketactivities,andcompetitors.
- Collectingcustomerfeedbackandmarketresearch.
- Keepinguptodatewithproductsandcompetitors.
- Meetings with Architects, Interior Designer, Builders, Constructions Company & High network individuals & makingpresentationto themabout company'sproducts.
- Responsibleforsalesandmarketingtoprocareordersanddevelopnewdealersanddistributorsbasicallyfieldworkindomesticmarket , handling existingclient and finalizationof dealswithcustomers.
- Keepinformation aboutthecompetitor'ssellingpolicies,tactics,servicesandpricesoffered.

AssistantManager

ChellaramsGambialimited-Kanifine, TheGambiaMarch2017toOctober

2019

- Evaluateprospectsandmanagedirectsalestotradeorprivateclients
- Settheobjectives,establishmarketingandpromotionalplanstogetherwithcustomers
- Meetregularlywithdistributorsandtradepartnerstoensureappropriatedistributionandpresenceofbrands
- Formulatessalesstrategiestocapitalizeongrowingthebusiness.
- Businessdevelopmentandachievesalestargetinourwineryproducts.
- AttendsalesenquiriesandadministrativeactivitiesreportstoGM.
- Maintain&establishgoodclientrelationshipswithnewandexistingclients.
- DeterminekeysupplychainKPIs.
- Suggestsolutionsforprocessimprovements.

- Identify process bottleneck and implement solutions in a timely manner and train and evaluate others.
- Work with finance, purchase and manufacturing team to determine best vendors and distributors.
- Build and maintain good relationships with vendors. Performed sales and marketing tasks with the overall objective of improving wine sales. Worked in conjunction with other sales and marketing staff to increase the market share of wineries products, increasing overall profit.
- Promote the wineries brand within the market place to improve brand recognition and brand equity.
- Worked at all levels of the distribution chain, including retail, distribution and consumer level.
- Involved in the planning of sales and marketing strategies.
- In addition supervise junior sales staff and provide ongoing sales training to increase winery sales.

Sr. Sales Officer

Fena Pvt LTD - Jaipur, Rajasthan

March 2012 to January 2017

- Responsible for retail sales and Jaipur and its nearby towns.
- Cultivating solid relationships with major customers to ensure a continuous flow of sales revenue.
- Identifying promising prospects through cold-calling, networking, and customer referrals.
- Ensuring that all sales administration and customer service activities run smoothly.
- Providing overall guidance to newly-recruited Sales Representatives.
- Maintaining accurate record of the total number of sales made, potential and existing customers, as well as sales employee performance evaluations.
- Assisting newly-recruited or less experienced Sales Representatives in answering technical questions posed by customers.
- Analyzing sales metrics to determine whether current sales strategies are effective.
- Conducting in depth research on competitors' products, pricing, and market success to gain insight into customer preferences and interests.

Education

MBA

Rajasthan Technical University

Skills

- Advanced knowledge of MS Office Suite (4 years)
- Exceptional organizational skills and attention to detail (4 years)
- Presentation Skills
- Client Relationships
- Emphasizing Excellence
- Negotiation and Prospecting Skills
- Sales Planning
- Achievement Orientation
- Ethical Behavior
- Ability to communicate with architects, engineers and field supervisor
- Ability to inspect the stone products for quality concerns
- Tally (Less than 1 year)

Languages

- Hindi -Expert
- English-Expert