

CURRICULUM VITAE

Summary

- Name: Aditya R. Natu
- Contact: +91-9423333619 / +91-9834594530
- Email: adityanatu99@gmail.com
- Profile: Male, 28, Married
- Nationality: Indian
- Current Location: Pune, India
- Current Position: Sales Officer
- Company: RDC Concrete (India) Pvt. Ltd.

Work Experience

Jul 2019 – Present: **RDC Concrete (India) Private Limited** **Location- Pune**
(Sales Officer)

This company manufactures and supplies Ready Mix Concrete (RMC) to construction companies, real estate developers, contractors, infrastructure, industrial and commercial projects all over India.

Reporting to Business Manager of Pune region.

I am responsible for:-

- Search of new construction sites, lead generation by field visits, meeting the potential customers, understanding their requirements, pitching the products and providing the best possible solution
- Sending quotations, negotiation & closing the orders.
- Market mapping and Competitor analysis
- Key accounts management, customer relationship management
- Collection of outstanding

My main achievements in this job include:-

- Achieved ZERO unsolved customer complaints
- Achieved ZERO cheque bounce cases from customers

Jul 2018 – Jul 2019: **Prism Johnson Limited (RMC India Division)** **Location- Pune**
(Sales Officer)

This company manufactures and supplies building materials including Cement, Aggregates, Ready Mix Concrete (RMC), Tiles, and Bath products to kitchens and has pan India presence.

Reporting to Business Manager of Pune region.

I was responsible for:-

- Search of new construction sites, lead generation by field visits, meeting the potential customers, understanding their requirements, pitching the products and providing the best possible solution
- Sending quotations, negotiation & closing the orders.
- Market mapping and Competitor analysis
- Key accounts management, customer relationship management
- Collection of outstanding

My main achievements in this job include:-

- Sold high price high margin special RMC products with advance payments
- Achieved ZERO unsolved customer complaints

Nov 2018 – May 2019: **Angel Broking Limited**
(Sales Executive)

Location- Pune

This company is in online stock broking, depository services, commodity trading and wealth management system.

I was responsible for:-

- Demat account sales
- Cold calling to leads, meeting the prospects/potential customers
- Presenting the products and services to customers and closing the leads
- Customer relationship management, Collection of outstanding

My main achievements in this job include:-

- Star performer of the month for JFM-18 quarter

Education

May 2015 – Apr 2017: **MIT School Of Telecom Management, Pune**
Post Graduate Diploma in Management (PGDM), System, CGPA- 6.5

Apr 2011 – Mar 2015: **SES Group of Institutions Faculty of Engineering, Mumbai University**
Bachelor of Engineering (BE), E&TC, First Class (62.65%)

Certifications

Apr 2020: **Sales Fundamentals** **RDC Concrete (India) Private Limited, Pune**

Aug 2017: **IBM Enterprise Storage Sales V5** **Redington (India) Limited, Mumbai**

IT Skills

Microsoft Office Tools, Buffer

Languages

English

Hindi

Marathi

Tamil