

LALIT SAGAR

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PROFILE SNAPSHOT

- An astute & result oriented professional. Over a year of experience in exhaustive field experience in Business Development, Sales & Marketing, Product Promotion, Distribution Management & Team Management, Sales Management, Trend Analysis, Client Relations, Business Analysis & Product Management & Coordination.
- Presently associate with Glossy Paints India Pvt. Ltd. As Area Sales Manager.
- Proficient at analyzing market trends to provide critical inputs for business development initiative and formulation of selling & marketing strategies.

DOMAIN SKILLS

- Sales, Marketing & Business Development
- Developing new clients and negotiating with them for securing profitable business.
- Forecasting sales target sand executing them in a given time frame thus enhancing client.

Sales

- Handle Presentations, Product demos and interaction with all key people and convince them implicitly, closing the case keeping all the major aspects in front and increased sales growth.

Channel Management & Distribution

- Planning & Developing and appointing new business partners to expand product reach in the market and working in close interaction with the dealers and distributors to assist them to promote the product.

Client Relationship Management



- Managing customer centric operations and ensuring customer satisfaction by achieving delivery and service quality norms.
- Identifying improvement areas & implementing measures to maximize customer satisfaction levels.

WORK EXPERIENCE

1. Since 17th May, 2013 with Glossy Paints India Pvt. Ltd., as Area Sales Manager, Two year handling in Noida and Gr. Noida.
2. Presently I am handling South Delhi, East Delhi and Noida.

Job Responsibility

- Handling & managing to the Dealers distributor as well as primary & secondary sales figure.
 - Generate new Dealers.
 - Making daily call reports and sending them to the seniors.
 - Meeting dealers on daily basis.
 - Dealer Management.
2. Two Year Experience with Shrayans Coatings Ltd. As Territory Manager in South Delhi & Haryana (Faridabad, Palwal, Sohna) (1st Sep 2010 to 15 May 2013).

Job Responsibility

- Handling & managing to the Dealers as well as Primary sales.
 - Dealer Management.
 - Responsible for coordinating with the existing dealers of the company.
3. Two Year Experience with Kansai Nerolac Paints Ltd. as Sales Executive in South Delhi (20th Sep 2008 to 31 July 2010).

Job Responsibility



- Handling and managing Dealers & Contractors.
- Meeting the new target leads and converting them into prospects.
- Handled South Delhi, Dealer and Contractors.

EDUCATION

2008 MBA (Marketing and HR) from C.C.S University Meerut,

2003 BCA (Computer Application) from Dr. B. R.Ambedker University Agra.

1998 Intermediate with Science from S.R.K. Inter College Firozabad.

1996 Matriculation form Kasturba Inter College Firozabad.

INTERNSHIP & LIVE PROJECT

Worked in HDFC Life Insurance, New Delhi as a trainee.

Project Worked on- To study the satisfaction level of employees with respect to various welfare facilities provided by HDFC Life Insurance.

Project Profile- The project deals with the satisfaction level of employees and their perception towards various facilities provided by the company.

Training Duration- 01st June to 31th July 2007.

IT Skills

- MS Office
- Tally

Interest & hobbies

- Playing Racket
- Traveling.



- Listening Music.

Personal Details

Father's Name : Late Sh. Chand Ratan Sagar

Date of Birth : 3rd March 1981

Languages Known : Hindi, English

Address : D-5/521,Gali.No.5 Sangam Vihar New Delhi-110062.

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