

NITESH KUMAR CHATTER

Over 5.5 years of experience in Sales & Marketing of Industrial paints and coating chemicals. Highly competitive, passionate, persuasive and articulate, able to achieve results.

Experienced in sales, marketing, team handling and customer relations/retention

Demonstrated success record in:

- **Sales & Marketing, managing and positioning** different projects.
- **Distilling value, overcoming objections** and securing hard to close deals.
- **Motivating team members** to boost performance levels.

HIGHLIGHTED CAREER ACHIEVEMENTS

- **Team Leadership** – Effective team leadership through team-play & motivation
- **Customer Relationship Management** – Maintained good & warm relationship with most of the customers/investors for long term sustainability.

PROFESSIONAL EXPERIENCE

ULTRATECH CEMENT LTD UNIT BIRLA WHITE

DEC 2017-Present

Retail Sales Officer

- Handling Retail sales
- Handling entire region and generate potential leads for the company
- Dealing with Distributors, Retailers.
- Dealing with the Builders, contractors, painters.
- Doing Marketing by meet old Retailers and UBS.
- Regularly Follow up the client and close the deals.

ANI Technologies Pvt. Ltd. (OLA CABS Udaipur)

DEC 2014-NOV 2017

Senior Business Development Executives and Relations

- Handling Sourcing and deattaching.
- Dealing with Operators and drivers.
- Works closely with City manager to Plan development strategy for the region.
- Building relation ship with operators/drivers and customers.
- Analyzing market research with competitors data and formulate strategy accordingly.
- Account management and Cash handling.
- Marketing and dealing with Travels agents,Hotels,Restaurants and currency changer.

IN PARSVANATH INDUSTRIES
For Nippon Paints India Pvt. LTD
Sales Executive & consultant

April 2010 - Nov 2014

- Handling Channel Sales
- Handle an entire region and generate leads for the company.
- Dealing with dealer, distributor for Sales
- Work closely with the RM to plan development strategy for the region.
- Building excellent relationship with the establishments for effective customer relationship.
- Analyzing market research data & formulate strategy accordingly.

For BASF Paints
Sales Executive - Marketing

- Effective participation in Marketing Planning.
- Generated sales through agency and direct clients.
- Work closely with clients to identify their needs and challenges and provide solutions.
- Examine research data, market information and analyze them.
- Building excellent report with clients for effective customer relationship.
- Provide feedback on customer needs & satisfaction.

3M Car Care Products
Sales and supervisor

- Follow-up the clients & effectively close the deals.
- Maintain a database of all the clients periodically & categorically, for future reference of the Dealership.
- Market research and survey for competing projects.
- Campaign management – Advertisements & SMS.
- Follow-up clients & effectively close the deals.

EDUCATION

- **MFC (Finance)** from Deptt. Of EAFM, Raj. University Jaipur 2010.
- **B.Com** from Govt. Commerce college .Kota,Kota university 2006.
- Higher Secondary Education Maa Bharti Higher sr. sec school 2003.
- Secondary Education Maa Bharti sr. sec school 2001.

OTHERS:

SUMMER TRAINING

Topic: **"ANALYSIS OF SHARE MARKET TRADING"**.

Research Place: **ANAGRAM SECURITIES Ltd.**, Kota, Rajasthan

PROJECT/PRESENTATION DONE DURING M.F.C

Project & Presentation on **"ANALYSIS OF SHARE MARKET TRADING"**.

STRENGTHS

Energetic, Enthusiastic, Result-Oriented and Promising Talent.

Responsive and ability to work effectively as a part of a team yet function well with independent responsibilities.

Ability to adapt to new environments/strategies and open to new & challenging opportunities.

HOBBIES

Grasping more & more new Updated Information & knowledge

Listen to soft music.

PERSONAL DETAILS

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Father's name : Mr. Anil Chatter(Retd. Sr. ACCOUNTS OFFICER, RRVPN LTD. TCC V, KOTA)

Date of Birth : 27-07-1985

Marital Status : Married

Nationality : Indian

Address : Nitesh chatter s/o Anil chatter 1 H 16 Mahaveer Nagar iii, Behind post office,
[Kota] ,[RAJASTHAN] ,Pin:324005

Phone No : (M) +919782989782, 9929598765.

E-mail : niteshchatter1985@gmail.com

Languages Known : English &Hindi

REFERENCES: Could be furnished as per requirements.

DATE:

PLACE:

(NITESH CHATTER)