

RAGHU RATAN DEEP SINGH

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E - 46, Sarita Vihar, New Delhi- 110076

PROFILE

Results-driven and detail-oriented Civil Engineer 8+ years of experience in business development, identification of business opportunities, achieving sales and marketing goals. Excellent relationship building and interpersonal skills with a proven track record of success in analysing and evaluating sites, producing accurate designs and cost estimates, and performing construction observation. Certified Engineering Technologist with extensive knowledge of various engineering software programmes, excellent communication/leadership skills, and ability to perform well in a team.

EXPERIENCE CHRONICLE

KAJARIA BATHWARE PVT LTD (KEROVIT)

Area Sales Manager (Delhi Region)

September 2022 – Till Date.

JOB RESPONSIBILITIES:-

- *Responsible for the sales excellence and growth of the bathware products of the company in Delhi region. Handling entire territory and locations, exceeding sales goals through proactive strategy and planning.*
- *Responsible for building strong networking and connects with Government bodies like PWD, MCD, NDMC, CPWD, DMRC, etc and private builders, architects and Clientss. Bring them on board with strong and continued follow ups for sales.*
- *Conducting sales calls to new business and current clients to build and maintain business relationships. Creating daily meeting schedules and rigorous follow ups to close sales deals.*
- *Prepare daily and monthly sales reports of the allocated region. Collaborating with marketing and sales departments to develop innovative marketing plans.*
- *Performing trend analysis and plan business development according to present opportunities. Generating effective sales plans and related quotas in alignment with organizational objectives.*
- *Utilizing consultative and up-selling techniques to deliver solutions that meet business goals and objectives, while increasing exposure and brand recognition.*
- *Increasing profit margins from existing client base by upselling and cross-selling. Increasing market visibility by client referral due to excellent client relations and service.*
- *Developing a ground-level analysis of customers to have a business plan and evolving it to meet sales goals.*

JAJU DEVELOPER PVT LTD.

Civil & Site Engineer (Project In charge)

January 2021 – August 2022

Project: Residential housing Project.

JOB RESPONSIBILITIES:-

- *Identify need for product approvals / certification / registration & facilitate smooth process of approval.*
- *Estimation, Billing, Costing & Quantities (Steel, cement, sand, aggregate, bricks & finishing work materials).*
- *Planning of construction activities in Microsoft projects and prepare DPR, monthly work schedule.*
- *Material Quality Control: Testing of Concrete, Cement, Aggregate, Sand, Brick, TMT bar fixability test, etc.*
- *Bar Bending Schedule (BBS)*
- *Execution of Civil Work: Plot layout, Marking, Excavation, Footing layout, column layout, Slab Casting & beam layout, brickwork, plaster work.*
- *Electrical work, Plumbing work (soil pipe, waste pipe, main supply wiring, main hole, water-harvesting system).*
- *Interior Work: false Ceiling, POP punning, Stone working, tile work, MS-SS work. Waterproofing, woodwork, paintwork, modular kitchen and toilet setup and AC ducting work.*

PRITHU HOMES, Dalmia Group (New Delhi)

Senior Marketing & Civil Engineer (Project In charge)

January 2020 – January 2021

Project: Residential housing & Villa construction Project.

Cost of Project: 10Crore.

JOB RESPONSIBILITIES:-

- *Responsible for Sales & Marketing all products of the company and in achieving sales & marketing and collection targets for the assigned region.*
- *Identification of business potential, tracking of customers and business opportunities, obtain approval of all products.*
- *Identify the need and arrange product presentations with help from Marketing, technical discussions and maintain good customer contacts.*
- *Identify need for product approvals / certification / registration & facilitate smooth process of approval.*
- *Estimation, Billing, Costing & Quantities (Steel, cement, sand, aggregate, bricks & finishing work materials).*
- *Planning of construction activities in Microsoft projects and prepare DPR, monthly work schedule.*
- *Material Quality Control: Testing of Concrete, Cement, Aggregate, Sand, Brick, TMT bar fixability test, etc.*
- *Bar Bending Schedule (BBS)*
- *Execution of Civil Work: Plot layout, Marking, Excavation, Footing layout, column layout, Slab Casting & beam layout, brickwork, plaster work.*
- *Electrical work, Plumbing work (soil pipe, waste pipe, main supply wiring, main hole, water-harvesting system).*
- *Interior Work: false Ceiling, POP punning, Stone working, tile work, MS-SS work. Waterproofing, woodwork, paintwork, modular kitchen and toilet setup and AC ducting work.*

SK INTEGRATED CONSULTANT. (New Delhi)

Marketing & Civil Engineer (PROJECT INCHARGE)

APRIL 2017- December 2019.

Project: Residential housing & Villa construction Project.

JOB RESPONSIBILITIES:

- Responsible for market analysis, participating in customer reach out events, meetings with key stakeholders
- *Responsible for Sales & Marketing all products of the company and in achieving sales & marketing and collection targets for the assigned region.*
- *Identification of business potential, tracking of customers and business opportunities, obtain approval of all products.*
- *Estimation, Billing, Costing & Quantities (Steel, cement, sand, aggregate, bricks & finishing work materials).*
- *Planning of construction activities and prepare DPR, monthly work schedule.*
- *Material Quality Control: Testing of Concrete, Cement, Aggregate, Sand, Brick, TMT bar flexibility test, etc.*
- *Bar Bending Schedule (BBS)*
- *Execution of Civil Work: Plot layout, Marking, Excavation, Footing layout, column layout, Slab Casting & beam layout, brickwork, plaster work.*
- *Electrical work, Plumbing work (soil pipe, waste pipe, main supply wiring, main hole, water-harvesting system).*
- *Interior Work: false Ceiling, POP punning, Stone working, tile work, MS-SS work. Waterproofing, woodwork, paintwork, modular kitchen and toilet setup and AC ducting work.*
- *RCC Road Work (layout of sewer main hole & Electrical line, leveling of road).*

COUNTRYWIDE HOUSING PROJECT LTD. (New Delhi)

Civil Engineer (PROJECT INCHARGE)

October 2014 - March 2017

Project: Residential housing construction Project.

JOB RESPONSIBILITIES

- *Dealing and interaction with clients.*
- *Estimation, Billing, Costing & Quantities (Steel, cement, sand, aggregate, bricks & finishing work materials).*
- *Planning of construction activities and prepare DPR, monthly work schedule.*
- *Material Quality Control: Testing of Concrete, Cement, Aggregate, Sand, Brick, TMT bar fixability test, etc.*
- *Bar Bending Schedule (BBS)*
- *Execution of Civil Work: Plot layout, Marking, Excavation, Footing layout, column layout, Slab Casting & beam layout, brickwork, plaster work.*
- *Electrical work, Plumbing work (soil pipe, waste pipe, main supply wiring, main hole, water-harvesting system).*
- *Interior Work: false Ceiling, POP punning, Stone working, tile work, MS-SS work. Waterproofing, woodwork, paintwork, modular kitchen and toilet setup and AC ducting work.*

ARODHAYA BUILDCOM PVT LTD (New Delhi)

CIVIL ENGINEER (PROJECT INCHARGE)

July 2013 - October 2014

Client: EIL (Engineers India LTD.)

Project: Constructions of DATA CENTRE for UIDAI (UNIQUE IDENTIFICATION AUTHORITY OF INDIA) at MANESAR (Gurgaon) HR.

JOB RESPONSIBILITIES

- *Dealing and interaction with clients.*

- **Material Quality Control**- Testing of Concrete, Cement, Aggregate, Sand, Brick, TMT bar fixability test, etc.
- **Execution of Civil Work**- Marking, brickwork, plaster work.
- **Interior Work** :- False Ceiling, Grid Ceiling, POP punning, Stone work, tile work, MS-SS work, False flooring, Water proofing and paint work.
- Preparing Daily progress report (**DPR**) and Monthly progress report.

Education:

- **MBA in Marketing and Operations** from Dr. APJ Abdul Kalam University, Lucknow
- **Bachelor of Technology (B.Tech) in Civil Engineering** in 2013 from E-MAX School of Engineering and Applied Research (Ambala, Haryana), AICTE approved, ranked amongst top 5 Engineering colleges of Haryana, affiliated with Kurukshetra University, (Govt. Of Haryana) Kurukshetra.
- **Certified Engineer of AUTOCAD of AUTODESK in CIVIL 2D3D**, vied Certificate No. 1074DDASG0.

Core Competencies:

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| ~ Project Management | ~ Site Engineering | ~ Procurement and Construction |
| ~ Layout, Design & Testing | ~ Surveys & Estimation | ~ Budget & Forecasting |
| ~ Quality Control | ~ RCC Road Construction | ~ Client Relationship Management |

(RAGHU RATAN DEEP SINGH)