

Rajesh Tiwari

(Sales Manager- B2B Sales & Government Sales)

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Summary

A service-oriented Techno-commercial Sales Manager (B2B & Government) with 23+ years of experience in different Readymix Concrete, Concrete Blocks & other related products, Modular Furnitures & architectural products who effectively multi-tasks and balances customer needs with company demands. Efficiently build loyalty and long-term relationships with customers and boosting profits. Strategic and analytical with motivational leadership style in team building and expertise in building new network connections, promoting products, and expanding territories. Strong believe in brand management through the best quality products and unmatched service.

Profile

- Sincere, diligent & target-oriented professional with **23+ years** of experience in Sales, Business Development, across the industry.
- Solutions oriented approach with excellent relationship management skills, successfully and consistently delivering the responsibilities of Revenue Generation, Profitability, Market Share and Customer Satisfaction.
- Competencies range from business development, client acquisition & management with wide ranging subject knowledge along with demonstrated success in acquiring, converting, retaining & managing Key Accounts.
- Excellent Team building; target and achievement oriented with an ability to take up challenges and perform in changing work environs.
- Demonstrated ability to motivate staff to maximum productivity and control costs through the most effective uses of manpower and available resources.
- Self-starter with proven expertise to set up sales operations, establish company brand coupled with excellent track record of driving business operations to profitability in start up, turn around, and high growth situations.
- Meeting with Government agencies (DMRC, DIAL, CPWD), builders/developers, contractors, Architects for getting approval and selling of RMC & Concrete Products.

CAREER SKETCH

Presently working

Organization: SOBHA LIMITED (Formerly known as Sobha Developers Limited)

Company is engaged in the construction and development of residential and commercial projects since last 25 years. The Company has also other verticals like Concrete Products Division, Interior Division, Metal & Glazing division, Mattress, Contracts . It has completed approximately 390 projects in both real estate and contracts verticals with a total developed area of over 81.64 million square feet.

Designation: Sr. Sales Manager (Concrete Products Division)

Products: - RMC & Concrete Products (Engineered Solid & Hollow blocks), Vibro-compacted Pavers & Kerbstone & Ready-mix Concrete.

Addl. responsibilities: Sales of wooden door systems for Interior Division at Delhi-NCR.

Duration: Mar'2016 to till dates

Region: Delhi-NCR, Jaipur & Lucknow

Major customer:

- Government agencies (DMRC,DIAL,CPWD,MES etc), private builders/developers, contractors.

Accomplishment:

Successful establish branding of concrete products through branding, product development. Supplied our special solid blocks to DMRC at their 26 metro station in Delhi. Added big size customer like L&T, HCC, J Kumar, ITD Cementation, CEC, Oberoi Group, Manipal Group through good rapport with DMRC & GMR. Customer retention is 95%.

Past Jobs:

PRISM RMC (A Division of Prism Johnson Limited)

Worked as an Asst. Sales Manager, Sales In-charge of Gurgaon-Haryana Plant. Handling a team of five sales person and responsible of plant business.

Business Development:

- Develop a priority list of market opportunities to explore in their respective market.
- Develop competitive proposals, & presentations for potential/prospective clients and high priority target (Retail & medium) customers.
- Interact with customer and local officials of competitors to collect information regarding prices & offers.

Customer management:

- Visit site frequently to meet the concerned site in-charge, project manager, influencers and various agencies during project planning & execution and build rapport to execute a smooth flow of operation.

Industries Analysis:

- Understand the allotted geographic areas regularly and conduct market analysis to assess the market position.

Order Planning & scheduling, payment Receivables:

- Ensure receivables of all outstanding payments/defaulters cases of cheque bouncing or any legal matters.
- Ensure timely delivery of invoices & credit/ debit notes.
- Monitor daily customer wise sales & collection data ensure timely collection.

- Monitor outstanding payments regularly to identify critical customers and hence strategic receivable collection.

Name of Organization	Designation	Product	Job Profile	Working Region	Working Period
Encore Office Systems Pvt Ltd.,	Sr. Business Development Officer	Offices & Schools Modular Furniture	Institutional sales & Channel Sales	Delhi-NCR, Ranchi, Patna, Orrisa & North India	May'08 to Oct'09 (01 Years & 06 Months)
Apex Associates	Business Development Officer	Real Estate	Retails sales	Delhi-NCR	July'2006 to April'2008 (01 Years & 10 Months)
Cherie Voyages	Executive (Business Development)	A Hospitality Company	Retails (HNI client) sales	Delhi-NCR	Feb'2003 to June'2006 (04 years & 05 Months)
Lokenath Engineering	Sales Officer to Sr. Officer	Interior & Exterior designing	Institutional sales	Assam, Meghalaya, Mizoram, Nagaland, Manipur, Kolkata, Kerala, Chhattisgarh	April'98 to Jan'03 (04 Years & 08 Months)

SCHOLASTICS

Matriculation	DAV BVM-Hazaribagh Dist. Jharkhand
Diploma	Diploma in Software Applications from B.D.P.S. Shillong, Meghalaya).
Qualifications	BBA in Marketing Management from Annamalai University. M.B.A. in Marketing Management from Madurai Kamaraj University.

PERSONAL DOSSIER

Date of Birth	20/12/1975
Marital Status	Married
Father's Name	Late Shri N.P. Tiwari
Permanent Address	Sainik Kunj, Nanda Nagar, Gorakhpur Cant-273008 (Uttar Pradesh)

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