

Sunil Kumar Soni, sunilsoni.2k7@gmail.com- 9630515171

Dear Sir,

I am writing to express my interest to work with your company. Please accept my resume for your consideration. My qualities are; Coordination, Leadership, Communication skills, finalizing deals, can work in difficult situations, good interpersonal skills and can assimilate with new people. I am confident that my contribution would be a valuable asset.

I have experience in all areas of **B to B sales, Public Sector Sales, Project Sale & Industrial Sales**, including Team Leading, Marketing & sales Coordination, Credit Control, Maintaining client relations, Government Tenders, Online & Reverse Auction and Administration. I have sound understanding of purchase system of industries. I consider myself to be professional dependable, considerable & hard working.

My resume which I have enclosed for your review, contains additional detail about my professional expertise. I would be very pleased to discuss my application further with you at your convenience. Please contact me at the address mentioned in my Resume so that I can provide you any additional information you may require.

Sincerely

Sunil Kumar Soni

Enclosed: Resume

Sunil Kumar Soni, sunilsoni.2k7@gmail.com- 9630515171

OBJECTIVE

A Position in Marketing & Sales Management with a focus on Marketing Coordination & Team Leadership.

PROFESSIONAL EXPERIENCE (Total Experience: 9+Years)

1. Working with M/s Zar Metamorphose Combine Pvt Ltd , As a Manager Industrial Sales
(A Well-known Paint Manufacturer in Central India)

Tenure: April 2019 to Present

Key responsibilities:

- Leading Industrial Sales through Channel Sales and Direct Sales
- Handling Public Sector sales
- Handling online bidding & Reverse auction
- Working with top management
- Targeting new venture (Kind of industries) for Sales
- Managing sales & marketing of assigned territory.
- Handling official meetings & negotiations
- Implementing new strategy to enhance sales or to ease of business

2. Worked with M/s Shanta Techno Pvt. Ltd., as a Marketing Manager
(An IBR Approved Manufacturer of Boiler Pressure Parts)

Tenure: January 2013 to March 2016 & June 2017 to April 2019

Key responsibilities:

- Working with top management
- Supervise and coordinate business activities
- Handling PSU sales (Tenders)
- Handling online bidding & Reverse auction
- Credit Control
- Team Handling
- Managing administration & marketing with assigned team.
- Analyze market trend, sales forecasting for maximization of sales and market penetration.
- Producing reports to monitor results
- Handling official meetings & negotiations

3. Worked With M/s Nilkamal Ltd. (Material Handling Division) As a Sr. Sales Officer
Tenure :April 2016 To May 2017

Key responsibilities:

- Direct Sales & Institutional Sales in assigned territory
- Handle enquiries from new customers
- Organize and attend marketing activities or events to raise brand awareness
- Identifying New Business Opportunities in Chhattisgarh
- Handling Government Tenders
- Sales in CSR (Corporate Social Responsibility) of Govt. & Pvt. Industries

4. Worked with Asiatic Traders, as a Business Development Executive
Tenure: Feb. 2012 to Dec. 2012

Key responsibilities:

- Data mining, cold calling & regular follow-up
- Maintain and update customer databases
- Report to HO on daily basis
- Handling all regional meetings
- Finding new potential Market /Customer in Chhattisgarh

ACADEMIC RECORD

<u>COURSE</u>	<u>UNIVERSITY/ BOARD</u>	<u>%</u>
M.B.A(Marketing & Operation)	D.A.V.V, INDORE	68%
B. Sc. (Computer Science)	SAGAR UNIVERSITY	55%
12 th (Higher secondary)	MP BOARD	78%
10 th (High School)	MP BOARD	82 %

PERSONAL DETAILS

Father's Name : Mr. A.P.Soni
Date of Birth : 26 Sept. 1986
Marital status : Married
Sex : Male
Language known : English, Hindi
Address : J-47, Classic City, Persulidih Tekari -2, Raipur , 493111

ECLARATION

I hereby declare that the written particular is best of my knowledge & true.

Date:-

Sunil Kumar Soni