

PRATAP SINGH CHAUHAN
Manager Sales & Marketing
singhpratapjpr@gmail.com|96800-34011

CARRER OBJECTIVE: -

To pursue a carrier in a leading corporate having competitive environment with committed the dedicated people who will help me explore my potential and nourish it for the growth of the organization

PROFILE SUMMARY: -

Sales Management with over 16 years of experience training and supervising sales while planning and implementing sales strategies over a multi-state territory seeking to bring my proven record in team leading and in launching successful marketing campaigns into a senior management position.

HIGHLIGHTS OF EXPERTISE: -

- | | |
|-------------------------|-----------------------------------|
| a. Team Leadership | e. Staff Training and Development |
| b. Process Optimization | f. Policy Improvements. |
| c. Strategic Planning | g. Inventory Management |
| d. Quality Assurance | h. Customer Relationship |

Professional Experience: -

SOMANI ECOBUILD PRODUCTS Pvt. Ltd.
(ASST.MANAGER – SALES & MARKETING.)

A company with the goal of delivering the best quality of Construction Products like Tile adhesive Ready mix Plaster, Waterproofing Products and wall putty to its customers in INDIA & Abroad.

RESPONSIBILITIES as the Asst. MANAGER SALES & MARKETING – (Jan2020 – Present)

- Establish dealer network throughout the state (Rajasthan) including project sales.
- Successfully expand the marketing reach of products into emerging digital & online platforms.
- Ensuring directions & coordination among different departments.
- Keeping eye on the smooth implementation of policies & plans being given by the departments.
- Ensuring to meet all the deadlines.
- Documenting all the necessary data & presenting the facts to the top management.
- Research for more potential suppliers & customers portals.
- Handling team of 5 sales Representative.

M/s. Zoloto Industries Pvt Ltd: - (Dec 2016- Aug 2019)

(MANAGER – SALES & MARKETING.)

- Build a full-scale sales operation from the ground up; Duties include establishing database systems, recruitments of regional sales managers & developing sales & marketing strategies.
- Implement strategic goals for marketing campaigns. Leading a team of 8 creative & technical staff.
- Strategize with senior management to market products into traditional retail channels of distribution.

M/S. LAMUCO TRADERS
MANAGERS- SALES

(7 YEARS, 2009 to 2016)

- Company is having the distributorship of TATA Steel Ltd.- tubes division for entire Rajasthan.
- Handled a team of 7 sales Executives.
- Co-ordination with client (Tata Steel Ltd.)
- Solving the queries of the sales team as well as customers.

PRIME TELE EXTERSION LTD
SALES EXECUTIVE

(3 YEARS, 2006 to 2009)

- Company is engaged in handling the C&F of Prime PPR pipes for Rajasthan.
- Worked as an office assistant & then promoted to sales executive.
- Handles 6 districts of Rajasthan.
- Handling other important works like central excise, bank related job & sales Tax responsibilities.
- Maintaining daily & monthly MIS.

ACHIEVEMENTS: -

- Award for highest sales in northern India (fy-11) from Tata Steel Ltd.
- Star performance award by Tata Steel Ltd
- All India transformers Award (fy-16) from Tata Steel Ltd.

EDUCATION: -

- Passed B. Com from Rajasthan University –Jaipur.
- Metric & Senior from CBSE Board

SKILLS: -

- Punctual, Responsible Quick Learner, Adoptable to any climate condition, creative thinker, knowledgeable in excel.

INTEREST: -

- Cricket, Gardening

LANGUAGES: -

- English and Hindi- Fluent (Read/ Write/Speak)

Current CTC: 6.89 lacs.

Contact Details : 9680034011,

50, Vivek Vihar – Jaipur (Raj.)

