

SAMEER SAXENA
E-64 South Extension Part-1 , New Delhi – 110049
Contact: 9891028527, Email: Sameer.saxena66@gmail.com

11/07/2021

**Sameer
Saxena**

**Territory
Manager**

TVS Motor

Dear Sir,

I am submitting herewith my resume for your perusal consideration for the post of **Area Sales Manager** in your organization.

A systematic, organized, hardworking and dedicated team player with an analytical bent of mind with good academic credentials. I am a qualified **B.Tech in Electronics & Communications and MBA in International Business with an experience of over 9 years in Sales and Business Development** . I have innate sense of task prioritization, managerial aptitude and result oriented attitude towards accelerating organizational growth and that too in a high pressured and time bound environment.

I am a dedicated and focused individual, determined to add value to the organization I work for, through my exceptional knowledge and learning ability. I possess well developed communication skills with reputation of unwavering accuracy, credibility and integrity.

At this stage I find myself to be groomed enough to look outward and explore the possibility of placement at a suitable professional position with higher responsibilities. A tour through my enclosed resume shall familiarize you with the details and I am confident, in my credentials, you would find a perfect fit for the said job. Thanks in advance for sparing your time.

The above credentials along with my enclosed resume make me ideally suitable for a position in your organization. I would appreciate an opportunity for a personal interview.

Thanking you.

Yours Sincerely
Sameer Saxena

TERRITORY SALES MANAGER

Seeking a position to utilize my skills and abilities in an Industry that offers professional growth while being resourceful

Focused **Territory Sales manager** with exceptional planning and implementation capabilities. Adept at cultivating managing and leveraging client relationships.

Core Competencies

- Channel sales
 - Sales management
 - Relationship building
 - Negotiations
 - Customer service
 - Business development
 - Dealer management and distribution
 - Promotional and marketing
 - Forecasting and planning
-
-

PROFESSIONAL EXPERIENCE

TVS MOTOR COMPANY

Territory Sales Manager (May 2020 – PRESENT)
(**Handled 5 dealers and 100 DSE**)

- Manage sales activities of partners to generate revenue.
- Coordinate with partners to create and execute business plans to meet sales goals.
- Analyze market trends and accordingly develop sales plans to increase brand awareness.
- Evaluate partner sales performance and recommend improvements.
- Educate partners about product portfolio and complimentary services offered.
- Address partner related issues, sales conflicts and pricing issues in a timely manner.
- Manage sales pipeline, forecast monthly sales and identify new business opportunities.
- Develop positive working relationship with partners to build business.
- Stay current with latest developments in marketplace and competitor activities.
- Communicate up-to-date information about new products and enhancements to partners.
- Work with partners to develop sale proposals, quotations, and pricings.
- Deliver customer presentations and attend sales meetings and partner conferences.
- Assist in partner marketing activities such as tradeshow, campaigns and other promotional activities.

ICICI BANK LTD

Relationship Manager (Dec 2017 – April 2020)
(**Handled AUM – 100 cr and 200 clients**)

- Create and enforce plans that will help meet the needs of customers
- Build long-term relationships with clients and customers
- Work quickly to address and resolve customer issues
- Notify the sales team of new sales and cross-selling opportunities
- Become familiar with the competition to stay ahead of them
- Encourage high-sales and good customer service practices
- Create strategies and work with clients to boost their brand
- Help promote and maintain a positive company.

VIDEOCON INDUSTRIES LTD

Business Development Manager (Oct 2015 – Dec 2017)

(Handled 4 dealers and 75 DSE)

- Contacting potential clients to establish rapport and arrange meetings.
- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and industry events.
- Developing quotes and proposals for clients.
- Developing goals for the development team and business growth and ensuring they are met.
- Training personnel and helping team members develop their skills.

MOSERBAER INDIA LTD

Business Development Executive (Jun 2012 – Oct 2015)

(5 Projects across UK and Germany – SOLAR)

- Manage sales activities of partners to generate revenue.
- Coordinate with partners to create and execute business plans to meet sales goals.
- Analyze market trends and accordingly develop sales plans to increase brand awareness.
- Evaluate partner sales performance and recommend improvements.
- Educate partners about product portfolio and complimentary services offered.
- Address partner related issues, sales conflicts and pricing issues in a timely manner.
- Manage sales pipeline, forecast monthly sales and identify new business opportunities.
- Develop positive working relationship with partners to build business.
- Stay current with latest developments in marketplace and competitor activities.
- Communicate up-to-date information about new products and enhancements to partners.
- Work with partners to develop sale proposals, quotations, and pricings.
- Deliver customer presentations and attend sales meetings and partner conferences.
- Assist in partner marketing activities such as tradeshows, campaigns and other promotional activities.

EDUCATIONAL CREDENTIALS

MBA, International Business, 2014

IMT Ghaziabad CGPA 6.25

B.Tech, Electronics & Communications, 2012 , Amity School
of Engineering & Technology, CGPA 6.91/10

Class XII, 2008

BlueBells International Public School, 91%

Class X, 2006

BlueBells International Public School , 87%

Date of Birth: 13/03/1991

Languages Known: English, Hindi

Hobbies: Travelling

