

NITIN TOMAR

Resume Highlights:

 Master of Business Administration (M.B.A)

Specialization:- Marketing

Address: 179/4/4, Jagriti-Vihar, Meerut – 250004, (U.P.)

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A Brief Synopsis

MBA with specialization in **Marketing** with overall **5.7 years'** experience in **Sales**. Currently associated with **Himalayan Group Of Industries** as **Deputy Manager Sales**. Fair

understanding in increasing sales revenues with existing clients, developing profitable and productive business relationships, building an extensive client base, and coordinating with decision-makers. Experienced in coordinating with internal/external customers, implementing procedures and service standards for business excellence.

Organizational Scan

Since January 29th, 2018: Himalayan Group Of Industries, Noida as Deputy Manager Sales

Key Deliverables:

Management:

- Manage the day to day business and development of the given territory.
- Promote products & services
- Develop, expand and implement strategies and relationships with Sales team to maintain or expand sales within territory and meet sales objectives.
- Prepare a plan for each key customers, and identify how short and long term goals may be achieved.
- Forecast the demand for products with team.
- Prepare and present business review analysis for states and territories, on quarterly basis; including wins & losses, product targets, sales probabilities, hurdles to sales efforts, accounts at risk, etc.
- Assist in resolving customer complaints by investigating problems, developing solutions, making recommendations to management.
- Submit management reports in a timely, & organized manner.

Sales:

- Ensure Sales Force operates competently.
- Negotiate and close sales to achieve maximum possible gain for organization.
- Ensure sufficient generation leads.
- Coordinate sales efforts with other departments.
- Organize and distribute marketing, product and training material.
- Prioritize quotes as to benefit organization with highest possible hit rate and margin.
- Perform Designs, cost estimation or proposals as to comply with client's requests and according to organization guidelines.
- Negotiate lead times and terms and conditions for quotes.

- Monitor that delivery to client is met and monitor overall satisfaction with product.

From September 01st, 2015 – January 27th, 2018: Bhalla International, Meerut as Overseas Sales Executive

Key Deliverables:

- **Sales:** Taking care of the sales with focus on achieving predefined sales growth. Discussing & analyzing marketing trends for different-different country with management and tracking competitors’ activities and finding valuable inputs for fine tuning sales.
- **Operation:** Managing activities pertaining to negotiating / finalization of deals for smooth execution of sales & order processing.
- **Relationship Management:** Managing customer centric operations and ensuring customer satisfaction by achieving delivery timelines and service quality norms.

From May 13th, 2013 - August 31st, 2015: Vinex Enterprises Pvt. Ltd., Meerut as Sales Executive

Key Deliverables:

- **Sales:** Taking care of the institution/dealer sales with focus on achieving predefined sales growth. Analyzing marketing trends for the regions and applying valuable inputs for fine tuning sales.
- **Operation:** Managing activities pertaining to negotiating / finalization of deals for smooth execution of sales & order processing.
- **Relationship Management:** Maintaining customer relationship by offering delivery timely and ensuring achievement of best service quality norms.

Academic credentials

- **MBA from College of Engineering & Rural Technology** affiliated to **Mahamaya Technical University, Noida** in 2012.
Specialization: Marketing

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|-----------------------------------|--|-------------|
| Bachelor of Science(B.Sc.) | Chaudhary Charan Singh University | 2010 |
| Senior Secondary | U. P. Board Allahabad | 2007 |
| Higher Secondary | U.P. Board Allahabad | 2005 |

Summer Internship Program details

Company:- M/s. PRIMAN INSTRUMENTS PVT. LTD.

Project title- “Training & Development”

Duration- June’21 to July’30, 2011

Objectives of project-

- The project entailed a primary research on employee's perception in M/s. Priman Instruments Pvt. Ltd., Mayur Vihar, New Delhi to understand the satisfaction of the employees and what they expect.
- To study the impact of the training programs on the brand preference of employee's.

Extra-Curricular Activity

- Participated in cultural activities at College level.
- Participated in business quiz as a coordinator organized at college level.

Computer Proficiency

- Ms-Office – MS-word, MS-Excel, MS-power point.
- Conversant with internet application and usage.

Interests

- Growing network of friends
- Traveling

Self-Assessment

- Self-motivated and smart worker, adaptive and a fast learner.

Personal Details

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|------------------------|---|----------------------------|
| Father's Name | : | Sh. Mool Chand Tomar |
| Gender | : | Male |
| Date of Birth | : | 18 th Sep, 1989 |
| Marital Status | : | Married |
| Nationality | : | Indian |
| Languages Known | : | English, Hindi |

Declaration

I hereby declare that above mentioned information are true to the best of my knowledge and belief.

Date:

Place:

(NITIN TOMAR)