

## CHETAN YADAV

**Current Location: Pune**  
**Current CTC: 10.30lacs(80:20)**  
**Job Location: Pune**  
**Con No : +91 97663 72209**

**Email : chetanyadavinc@gmail.com**

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**Dynamic Marketing professional with 10 years & 09 months of proven experience in Corporate & B2B sales**

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### Account Management & Client Relationship

- Strategy Planning
  - Identifying Decision Makers
  - Competition analysis.
  - Value Creation
  - Pre sales Support
  - Client Retention
  - Farming Large Accounts
  - Prospecting/Networking
  - Team Management
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### Sales and Co-ordination

- Account Mapping & Analysis
  - User Agreement on Proposed solution
  - Timely Delivery and Services
  - Formulating Case study & Solution
  - Solution Implementation & Training
  - Maintain relations with to all level
  - Presentation of Solution
  - Post Sales Support
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### Pre & Post Sales Support

- Mapping Business Requirements
  - Co-ordination with Service team
  - Ensuring timely Delivery & Installation
  - Finalising Technical Specifications
  - Liaison with Finance/Logistics
  - Handling Post Sales issues
  - Preparing Client Requirement
  - Frequent Customer Care calls
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I am looking for opportunities, challenges and some degree of freedom to experiment. I believe, that more than my knowledge and skill it is my attitude towards work, life and towards people which could be beneficial to the organization.

### EMPLOYMENT CONTOUR

Sep 2017 to Till Date	Washroom Hygiene Concepts Pvt. Ltd	Asst. Manager - sales & Ops
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- To Handle operations and sales of Pune branch
- Handling a sales team and service team, make sure branch achieves its upper and down line for EBIT.
- Sales Of Hygiene products like Fem care products, Auto janitor, Odour control System, Sanitization solution, Air care systems, Washroom products, Paper products (Whole Range of Kimberly Clark) etc..
- To help team to get sales in existing accounts and create new accounts
- To retain the existing accounts, increase the density of the products and retain contract for the years
- To maintain healthy relationship with Administration Managers, Purchase department & Account department for timely and fast order procedure & to get collection on time.
- Handling corporate like WNS, HSBC, Cummins ltd, Fiserv technologies, J&J Medical, ADP, WIPRO, BARCLAYS, Etc.. And also third party services like ISS facility services, Sodexo Facilities, DTSS, JLL, CBRE etc....

<b>May 2012 to August 2017</b>	<b>Cannon Hygiene (India) Pvt. Ltd</b>	<b>Sr. Sales Manager</b>
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- To consult and offer the Hygiene solution according to the need and Requirement of the corporate
- To inform customers the seriousness of the Waste to the users & to the environment
- Sales Of Hygiene products like FHCS, Auto janitor, Odour control System, Sanitization solution, Air care systems, Central Air Fragrance, Washroom products, Paper products (Whole Range of Kimberly Clark) etc..
- **Specialised in selling of the Hand Disinfectants, Washroom Disinfectant and work area Disinfectant.**
- To help colleagues to gel with existing accounts and create new accounts
- To retain the existing accounts, increase the density of the products and retain contract for the years
- To maintain healthy relationship with Administration Managers, Purchase department & Account department for timely and fast order procedure & to get collection on time.
- Handling corporate like WNS, Vodafone, Kirloskar, Sears Holdings, Nalco Water, TCS, Barclays, Citicorp, Bajaj Auto Ltd, Bajaj Finance Ltd, Lupin Ltd, Cummins Group, J&J Medical, Gallagher, AXA Business, CLSA, Schlumberger, Aci Worldwide, Aker solution, MWH, Hotel Sayaji, Siemens Industrial software, Mphasis Ltd, John Deere, Medline Industries, Jupiter Hospital, Credence Resource Management, App Direct, AVALARA, Digicaptions Etc.. And also third party services like ISS facility services, Sodexo Facilities, DTSS, JLL, CBRE etc....

<b>Feb 2010 to April 2012</b>	<b>Accutech Power Solution Pvt. Ltd</b>	<b>Sales Manager</b>
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- Exceeded sales quota by 105% quarterly for 2 consecutive quarters.
- Transformed user competition accounts and retained existing accounts immediately by resolving long standing issues.
- Created extremely productive relations with accounts, by generating value through various IT domain solutions ranging from high-end IT applications to mass-base infrastructure products
- Responsible for positioning Canon's all IT offerings viz. Business Applications (MFD's, Copiers, Small Printers, Plotters etc.), Support Services, complex installation etc. in accounts
- Helped client identify their pain areas in their IT infrastructure and how best to resolve them through variety of technology options. Identified, proposed and executed key strategy solutions such as Manage Print Solution and many more in designated accounts, thus making the client successful
- Primary owner of ensuring that Canon is the partner of choice, which in turn requires continuous learning of new technologies/trends in IT, and driving appropriate business relevance for customers
- Followed a sales process in User accounts and won good deals by creating sound strategy, meticulous planning and clinical execution. Created customer stickiness through successful service engagement

<b>Jan'08 till Jan'10</b>	<b>Bharti Airtel Services Ltd</b>	<b>Sales officer</b>
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Charged with increasing sales in Pune as Sales Officer, while also expanding customer base. Focus on selling solutions to fit customer's unique infrastructure needs; flexibly adapt sales tactics and presentations to match sales cycle, chain of demand, decision-making process and need for relationship building. Target a broad market, meeting customer demand with solutions. Key accomplishments included:

- Exceeded sales quota by 120% annually for 2 consecutive years.
- Co-ordinated with technical team to promote solutions and live demonstrations that resulted in creating 10 new accounts for Leaselines
- Launched new business development initiatives into Pune

- Use leading-edge technologies and marketing techniques to enhance sales presentations
- Identified market segments and significantly expanded the existing customer base
- Instrumental for selling solutions in accounts such as UBICS, Spanco, Jay hind, KTA Engineers, Gaikwad Builders, Pinnacle solution
- Establish relationships with decision-makers at businesses ranging from emerging growth industries.

<b>Summer Internship</b>	<b>Jetking infotrain pvt ltd</b>	<b>4 months (April to July 2007)</b>
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- Project Title : Create brand awareness of Jetking as a career option in Pune city
- Design Survey and create brand awareness of courses
- Visited Schools and colleges, presented latest career courses to students
- Prepared and presented to Mr.Sanjay Gandhi (MD) a project report on the Brand Awareness Survey, its impact on Courses and admission.

**Learning Contour**

MBA (Marketing & Finance) from ICFAI in 2006-08  
B.Com from Saurashtra University of Gujarat in 2005

**Personal Account**

Date of Birth: 11<sup>th</sup> June 1985

**Marital status**

Married

**Achievements**

In Cannon Hygiene, Achieved Sales person of the month 6 times in a year.  
(200% achievement 4 times in a year)

Got Certificate and A Gold Medallion from Group MD (MR.A.K.SRIKANTH), MD (Mr.Prashant Sule) & Director Business Development (Mr.Rajesh Rohira) for three quarter in a Row.

Earn fully paid Thailand trip In Cannon Hygiene (Only two from whole India achieved this).

Earn 10 Gram of Gold coins in Cannon Hygiene in different sales marathon.

**Languages Known**

English, Hindi, Gujarati and Marathi

**Information given above are true and best of my knowledge**

Date:

Signature: