JOHN TEST

Mobile: +91- 8793356163 ~

Dear Sir/ Madam,

It was with great interest for the position of Sales and Marketing Manager. In response, I enclose my resume for your consideration.

A brief review of my credentials will confirm that I am capable of serving as the catalyst for achieving revenue objectives and organic growth through effective contributions. I am a Computer Application & Management Graduate with specialization in Marketing coupled with an experience of 9 years including 5 years in All India level Marketing / Business Development.

I have been associated with **Technocraft Industries India Limited, Mumbai, as Manager - Sales & Marketing** in their Formwork and Scaffolds Business, based out of India and Overseas.

My ability to analyze needs and create unique solutions designed to yield a profitable outcome has proven to be one of my greatest assets. Credited with significantly impacting bottom-line profitability, I have excelled at streamlining processes to boost productivity and sales. Proactive management of crucial external relationships with international clients allowed me to increase revenue significantly. I also negotiated exclusive relationships in a key market segment thus expanding the company's share of that segment remarkably within a short span of time.

I know that my strong commitment to high ethical and professional standards and flexibility in devising proactive responses to changing socioeconomic conditions would allow me to make a significant contribution to the your company team. I am certain that my presence in your team will prove to be beneficial to your organization. I would like an opportunity to speak with you to evaluate your needs and share my ideas on the same as well.

Thanking you.

Sincerely,

JOHN TEST

Enclosure: Resume

**RESUME**

**JOHN TEST.**

Flat No.27,

A-4 Bldg.Amruteshwar Appt.

Nr. Pimpri Court,Morwadi, Pimpri,

Pune. - 411018. India.

Mobile: +91 8793356163.

**Objective**

To obtain a position that meets organization’s objectives and compliments my professional growth where I can utilize my knowledge and experience for achieving the company’s objectives, with teamwork.

**Job profile**

1. Responsible for attending sales meeting.

2. Explain the Product features, uses, advantages, term and condition regarding product.

3. Understood the requirement of the customer and deals with the customer queries and problems and troubleshoot them.

4. Develop and implement new strategies to increase sales of the store.

5. Responsible for as per client requirement with the range of product available with us & get the orders by convincing the client with soft skills such as communication, trust building and negotiations.

6. Handle the sales and service team and team members activities .

1. Make the product sales and marketing planes with team members and apply on day to day working.
2. Currently deals with Major constructions farms like, Raheja Builders, B.G. Shirkhe, Shapoorji Pallonji & Co. Ltd., Godrej Properties, Lodha Group, L & T construction, GDCL , Aparna Construction, Rohan Builders, etc.all over India.

###### Expert Skills

* Quick learner with good analytical and problem solving skills.
* **Handles the International leveled construction & Machine Expo stall and customers. Like, BCIndia2012,BCIndia2015, Intex Expo, etc...**
* Exceptionally god convincing power with excellent communication and interpersonal skills.
* Great ability of presentation and dealing with the customers.
* Strong ability to work under pressure and time constraints.
* Profound ability to negotiate and handle customer request.



**Work Experience:**

**12 +Year.**

**Current Employee: Technocraft Industries India Limited, Mumbai**

**As Sales Manager for Formwork and scaffolding sales and marketing.**

1. **Hyundai Aluminum Formwork System ( ALUKO GROUP)**

**From : 01 Jule 2016 To 28 Feb. 2021**

1. Responsible for attending sales meeting.

2. Explain the Product features, uses, advantages, term and condition regarding product.

3. Understood the requirement of the customer and deals with the customer queries and problems and troubleshoot them.

4. Develop and implement new strategies to increase sales of the store.

5. Responsible for as per client requirement with the range of product available with us & get the orders by convincing the client with soft skills such as communication, trust building and negotiations.

6. Handle the sales and service team and team members activities .

7. Promoting company products and consulting customers regarding the most cost-effective formwork and scaffolding solutions.

1. Make the product sales and marketing planes with team members and apply on day to day working.
2. **DURAND FORMS INDIA PVT. LTD.**



**Manager – Sales & Marketing.**

**From : 15 Jule 2016 To 30 June 2020.**

1. Responsible for conducting sales meetings with clients and negotiating contracts that are profitable.

2. Explain the Product features, uses, advantages, term and condition regarding product.

3. Develop Business with civil construction & EPC customers across the India. Identifying potential customers and establishing relationships.

4. Understood the requirement of the customer and deals with the customer queries and problems and troubleshoot them.

5. Develop and implement new strategies to increase sales.

6. Responsible for as per client requirement with the range of product available with us & get the orders by convincing the client with soft skills such as communication, trust building and negotiations.

7. Handle the sales and service team and team members activities with respect to offering technical and commercial support during the construction.

1. Make the product sales and marketing planes with team members and apply on day to day working.
2. **Cosmos Construction Machineries and Equipments Pvt. Ltd.**



**From 1 Jan 2016 to 12 Jul 2016.**

1. **Power Plastech Pvt. Ltd. Bangalore. ( Plastic Formwork )**

Sales & Marketing Manager .



(For Maharashtra, Gujarat, M.P. & Andhra Pradesh Region)

**From June 2013 To Dec. 2015.**

1. **Sparkonix India Pvt. Ltd. Pune.**

**GEOPLAST PLATIC FORMWORK.**



Asst. Sales Manager

**From June 2011 to June 2013.**



1. **Akona Engg. Pvt. Ltd., Ghaziabad. (Hyderabad)**

**(Construction equipment Manufacturer)**

Asst. Sales Manager

**From Dec. 2008 to Feb.2010.**

 Enhanced sales in Southern regions.

 Achieved excellent performance award.

 Consult bulky contracts, correspondence of the company; manage service and maintenance.

 Exhibit products at trade shows and attend trade shows to review competitors’ products.

 Reporting to the sales director of Southern operations.



1. **Bell stone Hi-Tech International, Delhi. (Hyderabad)**

(Construction Equipment Dealer)

**Sales Executive from Sep 2006 to Dec 2008**

* Generated the sales lead from cold call and construction site visit.
* Regular follow up and maintain enquiry tracker.
* Responsible for the sales meeting
* Understood the requirement of the customer and deals with the customer queries and problems and troubleshoot them.
* Responsible for as per client requirement with the range of product available with us & get the orders by convincing the client with soft skills such as communication, trust building and negotiations.
* Handled all operation in Hyderabad region with full responsibility and to the entire satisfaction of the seniors.

**EDUCATIONAL QUALIFICATIONS**

* Passed S.S.C from Aurangabad board, Maharashtra.
* Passed H.S.C (12th **Science**.) from Aurangabad board, Maharashtra. India.
* Bachelor of Computer Application (BCA) from University, Nanded. India.
* MBA in Marketing from **NIBM .**

**SOFTWARE PROFICIENCY**

Packages : MS-Office, MS-Excess, PageMaker, Photoshop.

CAD software : AUTO-CAD.

Operating System : Dos, Windows , Linux.

Hardware **:** Installation, Networking, etc…

**Personal Details:**

**Name : john** Test .

**Father’s Name :** Vishwanathrao D.

**Date of Birth** : 23rd March 1984.

**Sex :** Male.

**Marital status : Married**.

**Nationality :** Indian.

**Mother Tongue** : Marathi.

**Known Languages :** English, Hindi, and Marathi.

**Strengths :** Excellent interpersonal, and team management skills. Always strive to achieve creativity in work.

**Hobbies :** Reading Books**,** playing out door games, etc…

**Permanent Address : John**  Test .

S/O. Vishwanathrao Naikwade.

Flat No.27,A-4 Bldg.

Amruteshwar Appt.Nr. Pimpri Court,

Morwadi, Pimpri,

**Pune. - 411018. India.**

**Declaration:**

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

**Date: John Test .**