

ANUJ ISHWARLAL RAUL

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PROFILE SUMMARY

Sales professional with seven years of experience seeking to leverage extensive customer service and negotiation skills to meet and exceed sales goals in a fast-paced and challenging environment. i focused on maximizing sales by properly managing accounts and building a loyal customer base who excels at addressing customer concerns and forwarding both long-term and short-term goals for the company and customers.

EXPERIENCE

• **TRAINEE ASSISTANT PRODUCTION MANAGER**

(JAIN PET BOTTLE INDUSTRY) (8 MONTH) (2013 -2014)

○ **MANUFACTURING PET JARS PET BOTTLES**

○ **OVERALL PURPOSE OF THE ROLE:**

It is in fact concerned with successful implementation of production planning. It aims at completing production well in time and also with lesser costs. A proper system of production control ensures continuous production, lesser work-in-progress and minimization of wastages.

• **DUTIES AND RESPONSIBILITIES**

- ❖ Planning and organizing production schedules.
- ❖ Determine the quality control standards.
- ❖ Overseeing production process
- ❖ Re-negotiating timescale or schedule as necessary.
- ❖ Selecting, ordering and purchasing materials.
- ❖ Organizing the repair and routing maintenance of production equipment.
- ❖ liaising with buyers and marketing and sales staff.
- ❖ Supervising and managing the work of junior staff.
- ❖ Organize relevant training session.

ASSISTANT PRODUCTION MANAGER

(JAIN PET BOTTLE INDUSTRY) (2014-2016)

○ **OVERALL PURPOSE OF THE ROLL:**

- The production manager supports the management team and reports to the operations / general manager. The production manager's main function is to ensure efficient and timely production of services, within budget and to industry standard. the successful candidate will be able to plan, organize and control the branch needs while overseeing staffing requirements and will streamline processes for operational effectiveness.

❖ DUTIES AND RESPONSIBILITIES

- Supervise production team to manage and execute production projects.
 - Coordinate with customers to develop project plan and timelines.
 - Work with the team to plan, schedule and perform production activities.
 - Assign daily workload to team members.
 - Develop production program and guidelines to support company objectives.
 - Schedule equipment maintenance and inspection on regular basis.
 - Suggest process improvements to enhance production quality and capacity.
 - Organize job trainings to team members to achieve production goals.
 - Investigate production issues and develop resolutions.
 - Determine equipment, material and manpower requirements for project execution.
 - Develop project budget and maintain expenses within the budget.
 - Recommend cost reduction initiatives while maintaining quality standards.
 - Assist in employee recruitment, performance evaluation, promotion, retention and termination activities.
 - Monitor production activities and adjust schedules for on-time delivery.
 - Ensure that final product meets quality standards and customer specifications.
 - Ensure that team follows company policies and safety standards.
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▪ SALES REPRESENTATIVE:

(MATOSHRI ENTERPRISES) (2016-2018)

● OVERALL PURPOSE OF THE ROLL:

- responsible for developing new business, growing existing accounts and meeting sales goals, convincing customer and also working 100% field work and new customer visit, existing customer feedback and improve need of customer requirement. To fulfill the target given by the company and satisfy the customer of the company.

❖ DUTIES AND RESPONSIBILITIES

- Maintaining the technical expertise and product knowledge necessary to make sales.
 - Achieving sales quotas within a protected territory.
 - Identifying target customers.
 - Identifying key decision makers.
 - Having meetings with potential clients to analyze their needs and present appropriate solutions.
 - Negotiating sales contracts.
 - Preparing reports of business transactions.
 - Resolving unique customer issues.
 - Preparing presentations, proposals and sales contracts.
 - Compiling lists of prospective customers for use as sales leads.
 - Making calls as required collecting receivables.
 - Writing up promotional material.
 - Maintaining professional relationships with work colleagues and customers.
 - Preparing sales quotations and proposal.
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AREA SALES MANAGER (REAL ESTATE)

• (MATOSHRI ENTERPRISES) (2018-2019)

• OVERALL PURPOSE OF THE ROLL:

- Responsible for developing new business, team lead, growing existing accounts and meeting sales goals, convincing customer and also working 100% field work and new customer visit, existing customer feedback and improve need of customer requirement. To fulfill the target given by the company and satisfy the customer of the company also handle 3 district team**
- Area sales managers are employed by companies to generate revenue from an assigned geographical location by implementing and executing strategies to achieve sales targets. They manage and lead field sales representatives, conduct sales territory analyses, and close sales.**

❖ DUTIES AND RESPONSIBILITIES

- ❖ Handle financial operations of the property.**
 - ❖ Collect rent.**
 - ❖ Send out notices if rent is delinquent.**
 - ❖ Prepare and maintain financial statements.**
 - ❖ Update owners on status of property.**
 - ❖ Inform owners about occupancy rates, expiration dates of leases, and other issues.**
 - ❖ Advise owners on how much to charge for rent.**
 - ❖ Collect association and/or HOA fees.**
 - ❖ Pay for services such as playgrounds and swimming pools.**
 - ❖ Negotiate contracts for janitorial, security, landscaping, trash removal, and other services.**
 - ❖ Monitor the performance of contractors.**
 - ❖ Investigate and resolve complaints from residents and tenants when services are not properly provided.**
 - ❖ Purchase supplies and equipment for properties.**
 - ❖ Hire contractors to make repairs.**
 - ❖ Supervise maintenance staff.**
 - ❖ Understand and comply with pertinent legislation,**
 - ❖ Plan and direct the purchase, sale, and development of real estate properties on behalf of businesses and investors.**
 - ❖ Consider factors such as property values, taxes, zoning, population growth, transportation, and traffic volume and patterns.**
 - ❖ Negotiate contracts for the purchase or lease of the property.**
 - ❖ Negotiate the sale of, or terminate the lease on, such properties**
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AREA SALES MANAGER

(ISHWAR PET AND POLYMER) (2019-2022)

- **OVERALL PURPOSE OF THE ROLL:**

Sales & marketing will support the director and drive the entire sales & marketing team of Ishwar Pet and Polymer with full responsibility. I will be responsible for website, social media, and industry & promote brand Ishwar Pet and Polymer and increase revenue by selling more products to key accounts. I will be visiting existing as well as potential customer as & when requirement arises. I will be responsible for entire arrangement for trade exhibitions or event held anywhere in India & will travel to participate in same. I will take charge of entire functions managed by Asst. Mktg. Manager's absence. Also handle 6 district 10 field sales representative and take fulfill monthly target given by company also cold calling and giving feedback about customer requirement through concall meeting with sales representative.

- **❖ DUTIES AND RESPONSIBILITIES**

- Managing, training, and providing overall guidance to the sales team of an assigned territory.
 - handle import and export
 - Increased sales 25% each year and consistently achieved & exceeded the targets in all the years.
 - Monitoring the performance of the sales team and motivating members to meet or exceed sales targets.
 - Collecting customer feedback and providing updates to senior management.
 - Traveling to potential and existing customers within an assigned sales area to present company offerings and build brand awareness.
 - Utilizing outbound telephone calls, email communications, and face-to-face meetings with customers to close sales.
 - Developing and sustaining long-term relationships with customers.
 - Implementing a sales management process to assist the sales team in identifying and prioritizing key customers and prospects
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SENIOR BUSINESS DEVELOPMENT MANAGER

(EXTRAMARKS EDUCATION TECHNOLOGY (THANE) (2022-2023))

- **OVERALL PURPOSE OF THE ROLL:**

Sales & marketing will support the director and drive the entire sales & marketing team of EXTRAMARKS EDUCATION TECHNOLOGY with full responsibility. I will be responsible for website, social media, and industry & promote brand EXTRAMARKS EDUCATION TECHNOLOGY and increase revenue by selling more products to key accounts. I will be visiting existing as well as potential customer as & when requirement arises. I will be responsible for entire arrangement for trade exhibitions or event held anywhere in India & will travel to participate in same. I will take charge of entire functions managed by asst. mktg. manager's absence. Also handle 10 field sales representative and take fulfill monthly target given by company also cold calling and giving feedback about customer requirement through concall meeting with sales representative.

- **❖ DUTIES AND RESPONSIBILITIES**

- Develop and maintain strategic long-term trusting relationships with high-volume customers to accomplish organic growth.
- Communicate company products and services via Calling and E-mail and build relationships to uncover prospect needs.
- Document and update CRM with daily activities as required.
- Achieve weekly and monthly goals.
- Be a self-starter and proactive; identify and act on opportunities for improvement.
- Ensure reporting and communications are frequent and bi-directional.
- Remain knowledgeable about all organizations products and services to facilitate sales efforts.
- Completing input numbers on a daily basis and taking up revenue responsibility.
- To research and analyses the customers' requirements and present the best solutions.
- Keep abreast with Extra marks latest offerings and best practices.

QUALIFICATION

Degree/Course	Institute/ College	University/ Board	Percentage/ CGPA	Year of Passing
Bsc Biotechnology	Brijlal biyani Science College	Amravati university	51 %	2012

ACHIEVEMENT

- Revenue or sales increased for the company.
- Increased the business from 60lac in 2021 with 95% business coming from 10 customers to 1.5 cr in 2022 by adding 50 new customers while reducing the dependency on the top 10 customer to less than 50%.
- Managed and monitored 11 vendors by implementing effective strategies to maximize sales, revenue and collection targets.
- Promoted to area sales manager also add handle international sales manager based on job performance in 2021-2022.
- Exceeded annual sales budget by 15% - 20% in all 3 years during tenure.

SKILL

- Budgeting
- Building relationships
- Coaching
- Communication skills
- Customer service skills
- Time-management skills
- Leadership skills
- Managing processes
- Market knowledge
- Meeting sales goals
- Motivation
- Negotiation
- Problem-solving
- Sales planning
- Selling to customer needs
- Staffing
- Technical skills

COMPUTER PROFICIENCY

- word
- excel
- power point

PERSONAL DETAIL

PERMENANT ADDRESS	Main line Kholapur Tq Bhatkuli Dist Amravati, Maharashtra, 444802
TEMPORARY ADDRESS	Flat no.2305 Build. No.36,S Lodha Amara, Kolshet Road, Thane West 400607
DATE OF BIRTH	16/06/1989
GENDER	Male
NATIONALITY	Indian

LANGUAGE KNOWN

- MARATHI
- HINDI
- ENGLISH

DECLARATION

All above information correct and true.



ANUJ ISHWARLAL RAUL

