**KAUSHIK ROY**

**Flat D-203; Om Satyam Apartment Plot No-13; Sector 4;**

**Dwarka; New Delhi 110078 .**

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**PROFESSIONAL OVERVIEW**: **A competent and result-oriented astute professional with 10 plus years of rich experience in Team Management, Channel Management, Planning, Business Analysis and Execution of Marketing Campaigns & Sales Activities.**

## PROFESSIONAL QUALIFICATION: MBA from Lucknow University with specialization in Marketing in 2001. (1999-2001)

**PRESENT WORK EXPERIENCE**:

**Worked As “Sales Manager” in Hughes & Hughes Chem Ltd from Jan 2019 to Aug 2019.**

**Organization Profile: Hughes & Hughes Chem Ltd is into Industrial Pest Control and having client in Government sectors and Private Sectors**

**Job Profile:**

* **Marketing the product to the Industrial clients of the company in the assigned territory.**
* **Assessment of their requirement by visiting their plants and warehouses where they are facing problems .**
* **Submitting quotation based on the valuation done after assessment.**
* **Follow Up and negotiating with the client for orders.**
* **Executing the projects through the team of supervisors and workers .**
* **Ensure that the full and final payment has been made , handling of client’s complaint and also follow up with them for repeat orders,**

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**Previous Work Experience**

**Worked As “Associate Sales Partner” in Robo Consulting from Dec 2013 to May 2018.**

**Organization Profile: Robo Consulting is an Award Winning Management Consulting Firm, providing services to various industries in SME sectors and Start Ups**.

**Job Profile:**

* **Generate potential leads from target segments in SME sectors and Start Ups.**
* **Providing Customize proposals after thorough discussion with the clients.**
* **Negotiations with the clients for deal closures, payment collection and managing timely delivery of projects.**
* **Managing a team of Sub Associates by keeping constant touch with them for projects.**
* **Assisting in solving their problems related to marketing of the services.**
* **Selling of various research reports of the firm to potential entrepreneurs through personal contacts, Sub Associates & free classified websites in a bid to introduce the services of Robo Consulting.**

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**Worked as Country Manager (Tajikistan) in Ginanto Ltd from Nov 2011-June 2013.**

**Organization Profile:** **Ginanto Ltd is part of TAI Pharma Ltd involved into distribution and marketing of “Himalaya Drugs and Cosmetics” in Russia and CIS countries.**

**JOB PROFILE**:

* **Create and manage the Distributor in Tajikistan.**
* **Sample & Quotation submission, Negotiation & Follow up for orders.**
* **Coordinating with the Logistic department for timely dispatch of goods.**
* **Providing the distributor advertisement materials and Sales Promotional Gifts for doctors.**
* **Registration of new products and timely re-registration of the existing products.**
* **Submission of market reports vis-à-vis competitors, pricing , future launch of new products of the company.**
* **Ensure timely payment from the Distributor and maintaining a healthy business relation.**

 **Worked as Astt Manager in Minal Fabrics from Nov 2008-March2011.**

**Organization Profile:** **Minal Fabrics involved into importing and marketing of fluorescent fabrics in India. They are supplier of fluorescent fabrics to various manufacturers of safety jackets.**

**JOB PROFILE**:

* **Acquiring new corporate client & maintaining contacts with existing one.**
* **Sample & Quotation submission & Negotiation & Follow up for orders.**
* **Monitor the market conditions and competitor activities on an on-going basis.**
* **Management of Dealer network.**
* **Recruiting , Training & Management of marketing team, and setting targets in accordance with the policy of the organization.**
* **Managing the credits of Major Clients & follow up with timely payment collection.**

 **Worked as Sr. Executive in Sky Industries Ltd from May 2004-Oct 2008.**

**Organization Profile:** **Sky Industries Ltd is the largest manufacturer of Hook & Loop Tape in India. It is also into manufacturing of Satin Ribbons and Velvet Tapes.**

**JOB PROFILE:**

* **Industrial marketing of Organization’s product to Garment Export houses, Footwear industries, saddlery industries etc.**
* **Understanding the specific requirement of the client and accordingly submitting the sample.**
* **Making cost estimates, submitting quotation, and negotiation & follow up for orders.**
* **Coordinating with the production department for timely dispatch of material to the client.**
* **Management of Dealer network for the low cost products of the organization.**
* **Management of executive team, who facilitates company’s business development activities.**
* **Introduction of new products in the target market through trade fair and seminar.**

 **Worked as Sales Officer in NCL SECCOLOR Ltd. New Delhi from Jan -02 to Oct-03**

 **Organization Profile: NCL Seccolor Limited (NCL Group) with over Rs.250 crores turnover is into manufacturing world-class state-of-art innovative building materials viz Galvanized Roll Formed Color Coated Steel Sections which are used in making Windows, Partitions, Structural Glazing and Curtain Glazing.**

**JOB PROFILE:**

* **Formulating strategy in the given area of operation.**
* **Meeting corporate clients through architects and contractors.**
* **Sample demonstration and quotation submission.**
* **Negotiation for orders.**
* **Conduct periodic survey in the given territory to estimate future business potential.**

**GRADUATION: B.Com from Rajasthan University in 1999. (1996-1999).**

**OTHER QUALIFICATION: Knowledge of MS OFFICE.**

**LANGUAGE KNOWN: ENGLISH , HINDI, BENGALI & RUSSIAN.**

**Date of Birth: 15th August 1975**