



DHARMENDRA KUMAR DUBEY

Regional Sales Manager

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Seeking a sales position with a reputed organization on a long term basis who is looking for an experienced, hardworking, detail oriented team player.

CAREER SUMMARY

- Rich and insightful experience of **over 15+ years** in Sales and Marketing mainly focused on maximizing sales by managing all accounts systematically and logically
- Accomplished and top-producing professional offering impeccable business acumen and proven track record of success in account management, regional sales operations, customer service, marketing and promotions, Equipped with well-defined management expertise and exceptional problem solving, analytical and listening skills to accurately access client needs.
- **Strategic leader** adept at generating impressive sales result, capturing market share and maximizing client base, able to react to today's rapidly changing market place while retaining a keen focus on the bottom line.
- **Conceptual Thinker** with insightful skill in formulating ideas and innovative processes towards operational efficiency, cost reduction and profitability.
- **Effective negotiator and communicator** expert at securing transactions and building relationships with partners and client across multiple industries.

Areas of Expertise

Prospecting and Cold Calling, Proven Sales Track Record, Strategic Account Development, Relationship Selling, Product Training and Placements, Formulating quotes, Strong interpersonal Skills, Strong Communicator, Customer Focus, Expertise in MS Office.

Work History

June 2022 to Till Date	--	Regional Sales Manager Gold Setu Pvt. Ltd.
June 2021 to May 2022	--	Regional Sales Manager Verigold Jewellery India Pvt Ltd
Oct 2013 to May 2021	--	Area Sales Manager Priority Jewels Pvt. Ltd
Feb 2011 to Sept 2013	--	Area Sales Manager Nakshatra Diamond Jewellery
Sept 2007 to January 2011	--	Stores Manager RPG Cellucom India Pvt. Ltd
Feb 2006 to Aug 2007	--	Sr. Executive – Business Development First Flight Courier Ltd

Current Responsibilities

- Write and present business proposals to establish and perspective clients
- Make Quarterly sales Plans and facilitate plant tours in cooperation with distributor sales representative and end user.
- Work hand in hand with sales team in the product promotion and development as well as design and retention high volumes chain account business coordinate with distributors on deviation programs
- Demonstrate mastery in negotiating and maintaining comprehensive programs with broad line distributors, Identify forecasted pricing through regular participation in weekly company sales meeting
- Participation in trade shows and events organized nationally.
- Capitalize on industry expertise in managing more than 30 accounts encompassing 13 broad line distributors as well as 2nd and 3rd tier distributors across states
- Managing customer centric operations and ensuring customer satisfactions by achieving delivery timelines and service quality norms. Giving presentation and demonstrations
- Managing activities pertaining to negotiating /finalization of deals **(techno commercial)** for smooth execution of sales and order processing.
- Analyzing latest marketing trends and tracking competitors' activities and providing valuable inputs for fine tuning sales and marketing strategies, initiating market development efforts.

Notable Attainments

- Successfully achieved the sales targets of consecutive last 3 years of North region
- Efficiently managing key customers of Delhi NCR & Uttar Pradesh

ACADEMIC CREDENTIALS

MBA in Marketing Management

Bachelor in Science

PERSONAL DETAILS

Date of Birth	:	14-04-1982
Passport Number	:	P1520461
Correspondence Add	:	H 701 AVJ Heights Sector Zeeta 1 st ,Greater Noida
201308Permanent Add	:	House no 251, Faithful Ganj Cantt Kanpur -208004
Religion	:	Hindu
Marital Status	:	Married

Dharmendra Kumar Dubey