**Resume**

**Name: Rajesh Saini**

**House No 1270, Sawroop vihar**

**Delhi 110042**

**Mobile: 8287784049**

**Email:**[saini.rajesh111@gmail.com](mailto:saini.rajesh111@gmail.com)

**Summary**

* **Extensive experience in channel sales, B2B**
* **Good experience in retail sales, B2C**
* **Good inter-personal skills**.
* **Good communication skills**.
* **Good team Leader.**
* **Good team trainer.**

**Academic Qualification**

**Gradation complete in 2005 from Delhi University**

**Accomplishments**

**February 2019 till present**

**Company - Ashok Jewels Pvt Ltd**

**Job Profile: - Showroom Manager B2C (Yamuna Nagar)**

**Key Responsibilities:**

* **Increase new sales business with HNI customers**
* **Ordered merchandise and checked it in.**
* **Supervised entire team of sales staff**
* **Maintained high volume merchandise.**
* **Opened and closed the jewelry department.**
* **Trained new employees.**
* **Inventoried merchandise, and staged new products for the company.**
* **Coordinated set up for display windows.**
* **Review & analyst Market Competition**

**July 2017 – January 2019**

**Company - Laxmi Dia Jewel Pvt Ltd**

**Job Profile - Sales Manager B2B (Delhi, NCR, Haryana, Punjab)**

**Key Responsibilities:**

* **Looking for primary as well as secondary sales throughout Region**.
* **Develop new territory in terms of Business.**
* **Motivating & Handling team of Sales Executive**
* **Co-ordinate with H.O. to complete the paper work on time.**
* **Co-ordinate with interested parties & give them the presentation regarding our company & our policies to persuade them to convert into our Distributor/Dealer.**
* **Follow up with party for payments according to his MOU.**

**June 2009 -June 2017**

**Company - Sheetal Jewellery house llp**

**Job Profile – Area Sales Manager B2B (Delhi, NCR & Rajasthan)**

**Key Responsibilities:**

* **Looking for primary as well as secondary sales throughout Region**.
* **Develop new territory in terms of Business.**
* **Motivating & Handling team of Sales Executive**
* **Co-ordinate with H.O. to complete the paper work on time.**
* **Co-ordinate with interested parties & give them the presentation regarding our company & our policies to persuade them to convert into our Distributor/Dealer.**
* **Follow up with party for payments according to his MOU.**

**FEB 2007 – MAY 2009**

**Company -Avenue Montaigne (Gurugram, Haryana)**

**Job Profile - Jewellery Adviser & Store Manager (B2C)**

**Key Responsibilities:**

* **Looking for Primary & secondary sales throughout Region**.
* **Motivating & Handling team of Sales staff**
* **Launching new Schemes, exhibitions**
* **Dealing counseling with customer**

**June 2006- April 2007**

**Company– Bhola Sons Jewelers pvt ltd (Karol bagh, Delhi)**

**Job Profile: - Sales Executive (B2C)**

**Key Responsibilities (Secondary sales):**

* **Handling retail customer**
* **Implementation of Schemes/Promotions as per HO Instructions**
* **Take care of issues raised by Client.**
* **Replenishment of stock**

**Reason for change**

* **To work in a highly challenging environment where are my capabilities are utilized towards growth of the organization**
* **To ascend the ladder of success through diligence.**

**Date of Birth: 7 May 1984**

**Marital Status: Married**

**Date: - \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Place: - \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**  **(Rajesh Saini)**