

Ashish Arora

As an experienced Techno Commercial Manager, with a track record of success, i know how to manage, expand and looking forward to a making a significant contribution in an ambitious and existing company that offers a genuine opportunity for progression.

My approach is simple thoroughly research customer's needs, products and competitors, alliteratively manage relationship with existing customers and most of all, and stay focused on growth.

A result driven, committed and articulate sales manager with excellent communication skills and a high level of customer commitment. Multi skilled with the ability to plan and manage the tertiary whilst and maintaining and developing existing and new customer through ethical sales methods and consistent high customer service. Possessing the high team spirit, deadline oriented and having the ability to succeed in demanding sales environment.

Current Designation:- Sales & Marketing/Business Development/ Project Manager.

Total Experience:- 20 years plus.

Current Company Profile:- Riello Power India Pvt. Ltd (100% subsidiary of RPS S.p.A Riello Power Solutions, Italy) , 213 A Sector -4 IMT Manesar, Gurgaon-120050.

The company is formed with a view to providing efficient, robust, & hi-tech power solutions and services to India Inc. Based out of Gurgaon, **Riello Power India Pvt.**

Ltd. operates on a PAN India level with sales offices & service centers in all the metros and major cities across the country. The company produces a comprehensive

range of **UPS Systems, from 6 kVA to 6400 kVA** for a wide range of applications, right from a small household to large industrial applications such as IT (Data Centers), electronics, medical, industrial equipment, radar & other defense equipment, telecommunication, among others.

Riello Power India Pvt. Ltd. also has a state-of-the-art manufacturing unit at Manesar, India. With a built up area of **more than 50000 sq. ft.**, the plant is highly integrated facility that is designed to produce world class UPS systems. The manufacturing facility is a reflection of the company's overall growth strategy to drive innovation, technology & product development. It is a knowledge-based organization where the prime asset consists of creativity, knowledge and expertise of hundreds of professionals who are the real pillars of the company. Innovation and Customization are the key driving forces behind the company.

We are continuously striving to develop power solutions that address and anticipate the customer's needs across various industries. The robust combination of strong engineering, designing & manufacturing skills and ably aided by marketing & servicing resources has resulted in an installation base of **over 10000 UPS systems in India & Indian Subcontinent.**

Functional Area:- Sales, Marketing, Service- Sales, Business Development Tenders & Project Management.

Role:- Sales, Marketing, Tenders, Business Development & Project , Service - Sales.

Address:- H. No. 1081 Sector -9, Gurgaon Haryana-122001.

Phone:- 07011638558/08368715239.

Email:- ashisharoramts@gmail.com.

Highest Degree:- Diploma in Electronics & Communication.

Industry:- Power Electronics, Rail Transportation.

Date of Birth / Gender:- 04.05.1976 / Male.

Key Skills:- Good communication skills and excellent telephone manner, Able to sell large and small clients, Proven experience in launching new products, Have a professional style of communication and ability to build with prospective customer.

Area of Expertise:- Closing sales, account management, lead generation, Identifying sales opportunity, telesales, Extensive products knowledge, Client conversion.

Annual Salary:- 7.5 lac.

Expected Salary:- 8.5 lac.

Notice Period:- Three Month.

Current Location:- Gurgaon

Pref. Location:- Gurgaon , Delhi NCR.

Customers to Deal with: PVR, Honda Motorcycle and Scooters, Denso, LS Cable, Alisha Torrent, Sona Comstar, GLS Films, Botil Oil Tools, Cinapolis, Prasar Bharti, DMRC, Panasonic, Continental Engine, Continental Brakes, Aksh Optifiber, HUL, Astral Pipes, BEL, ISRO, DRDO, SSPL, Indian Railways, Zonal Railways, Paramilitary Forces, Police Forces, Army, Air force & Banks, Private Customers and OEM Suppliers.

Projects :-

- 1) Eastern Railway for Public Address and Passenger Information System for 4 Rakes of EMU/MEMU.
- 2) ICF Chennai for DEMU Rakes for Public Address and Passenger Information System.
- 3) ITCTC for Vista dome coaches for Touristic Train for Public Address and Passenger Information/Infotainment System and CCTV Surveillance System.
- 4) ICF Chennai for Anubhuti coaches for Public Address and Passenger Information System.
- 5) South Central Railway Moula Ali for 22 nos. for Side Destination Board.
- 6) Delhi Metro for RS13 for 96 cars CCTV Surveillance System under process.
- 7) Kolkata Metro Projects for 14 Rakes of 6 cars for BEML for full IP based Public Address and Passenger Information/Infotainment System and CCTV Surveillance System under process.
- 8) ICF Chennai for Bombadier Rail Corporation Pvt . Ltd for 20 Rakes for EMU for Passenger Information System.

Work Experience:

- A) Working with Riello Power India Pvt. Ltd from 01.April 2018 to till date as a Service-Sales, Sales, Marketing and Business Development Manager.
- B) Worked with P T Communication System Pvt. Ltd from October 2016 to 31.03.2018 as a Manager Sales/Marketing and Business Development.
- C) Worked as a Manager Sales/Marketing and Business Development. With Multi Techno Services Gurgaon-120015 from May 2013 to July 2016.
- D) Worked as a Manager Area Sales/Marketing and Business Development with Tritronics (India) Pvt. Ltd Delhi -110092 from March 2007 to May 2013.
- E) Worked as a Sr. Engineer Sales/Marketing and after sales support With Sine wave Technologies New Delhi from June 2004 to March 2007.
- F) Worked as a Sr. Engineer Sales/Marketing and after sales support with Guard Electronics System Pvt. Ltd. From July 2001 to May 2004.
- G) Worked as a Quality Testing Engineer with M/S Copper Connections From September 1998 to February 2001.

Job profile in Present company given below:- Contacting prospective clients and assessing their requirements and then selling them the company products and services that match their needs. Also responsible for maintaining ongoing relationships with the customer to foster repeat business.

- Working as a part of sales team to develop new & existing market.
- Involved in developing sales and pricing strategies.
- Identifying and then researching potential leads and opportunity.
- Constantly developing existing sales process which will generate sustainable growth.
- Responsible for developing own portfolio with customers.
- Collecting all information required to create a request for an estimate.
- Writing accurate and informative sales reports and documentation.
- Contacting prospective clients by phone and emails.
- Identifying the customer needs
- Dealing with the diverse range of clients in Metro & Railway Sector.
- Evaluating competitor activity and developing appropriate response.
- Attending sales appointment at client premises.
- Cold calling potential clients via telephone or personal visit.
- Making appointments to meet new and existing clients.
- Tenders involve the entire process for Tenders from bidding to executing orders and Testing, Inspection and delivering the materials to end customer, payments and warranty support.

Affirmative Action

Category: General

Physically Challenge: No

Work Authorization

Countries:- India

Job Type:- Permanent.

Employment Status:- Full Time.

PERSONAL DETAILS

Father's Name Late Shri J.C. Arora

Languages Known:- Hindi, English, Punjabi, Marathi.

Interests:- Traveling, Music, Cricket, Making Friends.

Marital Status:- Married.

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