

CURRICULUM VITAE

Manish Bajaj

Career Objective

Intends to build a career with a leading organization where I can add value to company's image, brand and culture. I would like to unearth my full potential to contribute maximum to my job and organization. More than willing to work as a team player in challenging, open and creative environment.

Professional Experience

- 1) **SUPREME GEOTECH PRIVATE LIMITED.** Employed as Manager – Sales from December, 2020 till date
- 2) **TIMES FIBERFILL.** Employed as Manager - Textiles from October, 2017 till December, 2020
- 3) **INDUSTRIAL APPLIANCES AND TECHNOLOGIES.** Employed as Marketing Manager from January, 2013 till September, 2017
- 4) **ROTHENBERGER Middle East.** Employed as a Sales Manager for one of their subsidiaries company RUKO, from December, 2011 till December, 2012
- 5) **Mallcom Safety Pvt. Ltd.** Employed as Assistant Manager Marketing & Sales from June 2008 till December 2011.
- 6) **Hilti India Pvt. Ltd.** Employed as a Management Trainee at Delhi Head Office from 04/01/07 to 03/11/07 and there after transferred to Kolkata sales team as Technical Sales Representative and had been there till May, 2008.

Email:

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Permanent Address:

GOKUL DHAM COMPLEX,
956, Jessore Road, Block – D,
2nd Floor, Kolkata – 700 055, India

Current Address:

GOKUL DHAM COMPLEX,
956, Jessore Road, Block – D,
2nd Floor, Kolkata – 700 055, India

Job Profiles:

At HILTI INDIA PRIVATE LIMITED – DELHI & KOLKATA:

Identifying and networking with financially strong and reliable dealers and channel partners, resulting in deeper market penetration and reach.
Evaluating performance & monitoring their sales and marketing activities.
Vendor Registration in various organizations including DGS&D.
Market & Competitor analysis for new product launch.

At MALLCOM SAFETY PRIVATE LIMITED – KOLKATA & GURGAON:

Generation of sales in the state of West Bengal in close association with the dealers.

Establishing the dealer's network in the states of Gujarat, Rajasthan, Madhya Pradesh and Uttar Pradesh.

Vendor registration in various government organizations such as Ordnance factories, Gun & Shell Factories and Diesel locomotive works across India.

Generating the sales through Tender process.

Working in close association with the liasoning people for sales in Railways.

Personal Data:

Date of Birth: 26th July 1982

Mobile No.:+91 99030 36487

Sex: Male.

Nationality: Indian

Marital Status: Married

Langs. Known: English and Hindi

At Rothenberger Middle East:

Generation of sales in the UAE Market from Dealers & End Users.

Heading the RUKO division for ROTHENBERGER Middle East.

Generation of RUKO sales in the other GCC countries like Qatar, Saudi Arabia & Oman.

At INDUSTRIAL APPLIANCES AND TECHNOLOGIES – KOLKATA

Appointment of dealer's network across PAN India & Overseas market.

Vendor registration in various Public and Private sectors unit.

Generating the sales through Tender process.

Handled a Sales team of 5 persons.

At TIMES FIBERFILL – KOLKATA

Getting the newly born brands of HILOFT POLYWOOL® and Times ACOUSTIC PANEL® (TAP) registered at various tenders from NATIONAL COUNCIL OF SCIENCE MUSEUM (NCSM). Appointing dealers across various levels at Kolkata Market for these products.

At SUPREME GEOTECH PRIVAT LIMITED

Generation of sales through direct customers and through dealers across PAN India for their Geotextile and non woven felts.

Professional Qualification

Master of Business Administration (MBA) with specialization in **Marketing & Finance** from Amity Business School, Amity University, Noida passed in May, 2007.

Bachelor of Commerce from St. Xavier's College, Calcutta University passed in May 2005.

Summer Training during MBA course

Organization Name: Hilti India Pvt. Ltd., New Delhi

Project name: To analyze the Potential of Hilti India amongst the presence of other competitors.

Subjects of Expertise

Finance

Market Research

Business Strategy

Industrial Marketing

Computer Skills

Platform: Windows

Applications: Microsoft Office

Tools: SPSS for Research Analysis.

Personal Skills

Excellent communication and inter personal team skills.

Strong conceptual and analytical skills with Adaptability, Sincerity & Punctuality as the strongest beliefs

Processing ability to quickly grasp the latest technologies and self confident enough to provide leadership and direction.

References

Available on request

Place : Kolkata

Date : (Manish Bajaj)