

NITIN JAISWAL

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Place: Delhi, India

Gender: Male

Mobile No.: +91 73034 34273

D.O.B.: 02.08.1993

Languages: English, Hindi

Nationality: Indian

EDUCATIONAL QUALIFICATION:

- **Master of Business Administration (MBA) in Marketing & Finance**
Dr. A.P.J. Abdul Kalam Technical University, Lucknow 2017
- **Bachelor of Pharmacy (B. Pharm.)**
Rajasthan University of Health Sciences, Jaipur 2014
- **Higher Secondary School**
Board of High School and Intermediate Education, Uttar Pradesh 2009
- **Senior Secondary School**
Central Board of Secondary Education, New Delhi 2007

PROFESSIONAL EXPERIENCE:

- **BPE Innovations Pvt. Ltd. (Formerly known as Bharat Photon)**
Company Category – Manufacturer of Electronics Products (Sensor Based Hygiene Products)
Designation – Sales Manager (Domestic & International Markets)
Duration – June, 2021

Jobs & Responsibilities –

- Lead Generation with the help of the Internet, LinkedIn Sales Navigator Tools, and Customer References etc.
- Played a vital role in expanding market share, brand equity and increasing sales levels through aggressive face to face meetings, cold-calling & Follow-up
- Developing strong professional customer relationship
- Effectively managed a high volume of inbound and outbound inquiries
- Team Handling and improved their efficiency
- Reporting sales figures and customer complaints or concerns to higher management
- Distribution Channel Handling
- Collecting and analyzing market information
- Planning, Implementing, overseeing effective sales, marketing and business program/campaigns
- Presenting company products to customers & helping customers by answering their inquiries
- E-commerce channel Handling (Amazon, IndiaMART, Tradeindia, Alibaba, Exporters India etc.)

PTO

- **Sivaroma Naturals Pvt. Ltd.**

Company Category – Manufacturer cum Trader of Essential Oils, Carrier Oils, Spice Oils & Herbal Extracts, Fragrances & Flavors etc.

Designation – Sales Manager (Domestic & International Markets)

Duration – Oct. 2020 – Apr. 2021

Jobs & Responsibilities –

- Lead Generation with the help of the Internet, LinkedIn Sales Navigator Tools, and Customer References etc.
- Played a vital role in expanding market share, brand equity and increasing sales levels through aggressive face to face meetings, cold-calling & Follow-up
- Developing strong professional customer relationship
- Effectively managed a high volume of inbound and outbound inquiries
- Team Handling and improved their efficiency
- Reporting sales figures and customer complaints or concerns to higher management
- Collecting and analyzing market information
- Planning, Implementing, overseeing effective sales, marketing and business program/campaigns
- Presenting company products to customers & helping customers by answering their inquiries
- E-commerce Channel Handling (IndiaMART, Tradeindia, Alibaba, Exporters India etc.)

- **Graphhene Infotech**

Company Category - Digital Marketing & IT Solutions Service Provider

Designation – Business Development Manager (Domestic & International Markets)

Duration – Sep. 2019 to Apr. 2020

Jobs & Responsibilities –

- Lead Generation with the help of the Internet, LinkedIn Sales Navigator Tools, and Customer References etc.
- Played a vital role in expanding market share, brand equity and increasing sales levels through aggressive face to face meetings, cold-calling & Follow-up
- Developing strong professional customer relationship
- Team Handling and improved their efficiency
- Reporting sales figures and customer complaints or concerns to higher management
- Collecting and analyzing market information
- Planning, Implementing, overseeing effective sales, marketing and business program/campaigns
- Presenting company products to customers & helping customers by answering their inquiries

- **Divya Industries (India)**

Company Category – Manufacturer of FMCG Products

Designation – Area Sales Manager

Duration - June 2017 to March 2019

Jobs & Responsibilities –

- Lead Generation with the help of the Internet, Market Visit, and Customer References etc.
- Played a vital role in expanding market share, brand equity and increasing sales levels through aggressive face to face meetings, cold-calling & Follow-up
- Developing strong professional customer relationship
- Team Handling and improved their efficiency
- Reporting sales figures and customer complaints or concerns to higher management
- Distribution Channel Handling
- Collecting and analyzing market information
- Planning, Implementing, overseeing effective sales, marketing and business program/campaigns
- Presenting company products to customers & helping customers by answering their inquiries

- **Arpan Fragrances Pvt. Ltd.**

Company Category – Manufacturer of FMCG Products

Designation - Marketing Executive

Duration – July 2014 to July 2015

Jobs & Responsibilities –

- Lead Generation with the help of the Internet, Market Visit, and Customer References etc.
- Played a vital role in expanding market share, brand equity and increasing sales levels through aggressive face to face meetings, cold-calling & Follow-up
- Developing strong professional customer relationship
- Reporting sales figures and customer complaints or concerns to higher management
- Distribution Channel Handling
- Collecting and analyzing market information
- Presenting company products to customers & helping customers by answering their inquiries

EXTRA CURRICULUM:

- Done Course of MS Office
- Done Course of Tally ERP 9.0
- Done Course of Digital Marketing
- Done Course of Supply Chain Management
- Done Course of Customer Relationship Management
- Done Course of Accounting Fundamental
- Done Course of Inbound Sales
- Done Course of Business Strategy Management

SKILLS & CAPABILITIES:

- Interpersonal and Communication Skills
- Presentation Skills
- Teamwork Skills
- Excellent Computer Skills
- Management Skills