

CHANDEEP CHANGAL



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CORE COMPETENCIES

- ~ Social Intelligence
- ~ Team Management
- ~ Conflict Management

Achievement-driven professional targeting assignments in Sales Operations / Sales development with an organisation of high reputation in the Manufacturing sector

PROFILE SUMMARY

- Intend to build a career with leading corporate of Hi-tech environment with committed and dedicated people, which will help me to develop my professional competence to the fullest. Willing to work as a key player in challenging and creative environment.
- Responsible for new business development, negotiations and commercial contracts in line with proposed budgeted growth.
- Develop and execute market strategies to increase brand awareness and drive sales. Network with industry players and evaluate new markets for expansion. Collaborate with product development and marketing teams to explore new partnerships. Manage key contracts and serve as face of company during presentations and pitches.

ORGANIZATIONAL EXPERIENCE

- **Tropical Industries (Ivory Coast)**
- WORKING PERIOD: - 13th April 2024 TO 31st Dec 2024

JOB RESPONSIBILITY

- Developing and Executing the Sales Plan. The sales plan is the roadmap that managers use to guide their teams to success. ...
- Hiring and Training Sales people....
- Motivating the Sales Team....
- Setting Sales Targets. ...
- Managing the Sales Pipeline....
- Reporting on Sales Activity....
- Managing the Sales Budget.

- **HIND BROW WATER TANKS Pvt. Ltd, Bhiwani**

- WORKING PERIOD: - Feb, 2018 TO March, 2024.

- Designation - Area Sales Executive

- **KRISHNA TRADING AND ELECTRIC COMPANY DELHI**

- WORKING PERIOD :- Mar 2012 to Dec 2018

- Designation – Marketing of PVC Pipes and CPVC Pipe fitting.

- Designation – Marketing of Electric Greesh switch socket and wire accessories and LED project

JOB RESPONSIBILITY

- Making of Daily Progress Reports
- Checking of site work in accordance with drawings.
- Bar Binding Schedule Preparation for various Reinforcement work as per drawings.
- Layout, leveling and Marking of work as per drawing.

➤ Checking the Quality of Work as per specifications.

SKILLS

- Leadership, Responsible, Overbearing Personality, Flexibility and Adaptability, Decision making skills, Positive Attitude, Goal oriented

ACADEMICDETAILS

- In secondary H.B.S.E in Apr 2009
- In senior secondary NIOS in June 2013
- Graduation (B.Com) from MDU in 2017

OTHERCOURSES

Basic Computer

PERSONALDETAILS

Date of Birth: 4thApril 1993
Languages Known: (English, Hindi, Gujarati, Haryanvi)
Address: AzadNagar,Haryana

(Changalchandeep)