

Curriculum Vitae

NIKHIL VERMA
C-28B Mohan Garden Nawada
New Delhi-110059
Contact No. 91-9971690101
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OBJECTIVE:

Experienced and skilled Senior Business Development Manager around 7-year experience with the great communication, organizational and management skills seeking for the challenging position in a reputable company.

WORK EXPERIENCE:

HINDWARE LIMITED:

Dec 2022 to till date

Area Manager (Govt Business- Sanitaryware, CP Fittings & Tiles)

- Coordination & relation management with All Govt. Sector like CPWD, PWD, MES, NBCC, Northern Railway, RLDA, IRCON, HSCC, HLL, NPCC, RITES, DTTDC, DSIIDC, DDA, NDMC, WAPCOS, HSCL, EIL, Bridge & Roof, CIDCO, MHADA, MECON, AAI etc.
- Coordination & relation management with Architects like Gian P Mathur, CP Kukreja, Sikka Associates, Muralage, DDF Cosnultant, Arcop, DFI, Enarch Consultant, Arinem, Arch-En Design, Rajeeva & Associates, Skyline, EGIS, Trectebel etc
- Responsible for product specification and institutional sales for different Govt organization.
- Coordination with Internal departments for timely supply.
- Attention to promote new developed verticals to our existing customers.
- Developing new areas & making scope of our verticals for sale.
- Making good relationship with High Level Government Officer (Special Directorate General, Additional Directorate General, Chief Engineer, Superintending Engineer, Executive Engineer) & getting approval.
- Managing Key Account Customer for company.
- Monthly Projection & updating On-going & Up-coming Projects for sales meet

Approved my company in following Government department:

- CENTRAL PUBLIC WORKS DEPARTMENT
- PUBLIC WORKS DEPARTMENT
- Northern Railway
- Rail Land Development Authority
- Maharashtra Housing And Area Development Authority
- City And Industrial Development Corporation of Maharashtra Limited
- Airport Authority of India
- NBCC
- NPCC
- IRCON
- HLL
- Military Engineer Services
- WAPCOS
- DMRC
- GAIL

Jain Doors Pvt Ltd:

March 2018 to Dec 2022

Senior Manager (Business development and Govt Sales)

Jain Doors is one of the fast-growing companies in the manufacturing of Flush Door, Fire Rated Doors, Panel & Wire-Mesh Door, FRP Doors & Modular Kitchen

- Coordination & relation management with All Govt. Sector like CPWD, PWD, MES, NBCC, Northern Railway, RLDA, IRCON, HSCC, HLL, NPCC, RITES, DTTDC, DSIIDC, DDA, NDMC, WAPCOS, HSCL, EIL, Bridge & Roof, JUIDCO, JSBCCL, APTIDCO, CIDCO, MHADA, RGHCL, MECON, Uttarakhand Pey Jal Nigam, BRIDCUL, UPMRCL, AAI etc.
- Coordination & relation management with Architects like Gian P Mathur, CP Kukreja, Sikka Associates, Muralage, DDF Cosnultant, Arcop, Hafeez Contractor, DFI, Enarch Consultant, Arinem, Arch-En Design, Rajeeva & Associates, Skyline, EGIS, Trectebel etc
- Responsible for product specification and institutional sales for different Govt organization.
- Coordination with Internal departments for timely supply.
- Attention to promote new developed verticals to our existing customers.
- Developing new areas & making scope of our verticals for sale.
- Making good relationship with High Level Government Officer (Special Directorate General, Additional Directorate General, Chief Engineer, Superintending Engineer, Executive Engineer) & getting approval.
- Managing Key Account Customer for company.
- Monthly Projection & updating On-going & Up-coming Projects for sales meet.
- Accountable for timely payments for smooth operations.

Approved my company in following Government department:

- CENTRAL PUBLIC WORKS DEPARTMENT
- PUBLIC WORKS DEPARTMENT
- New Delhi Municipal Council
- Military Engineer Services
- Northern Railway
- Rail Land Development Authority
- Delhi Development Authority
- Maharashtra Housing And Area Development Authority
- City And Industrial Development Corporation of Maharashtra Limited
- Airport Authority of India
- Rajiv Gandhi Housing Corporation Limited
- NBCC
- NPCC
- IRCON
- HLL

Education:

- Diploma in Computer Science
- Bachelor's in Computer Application

Personal Detail:

Name : Nikhil Verma
Father's name : Mr. Ratan Shekhar Verma
Date of Birth : 26th July, 1996
Permanent Address : C-28B Mohan Garden Nawada
(New-Delhi)
Hobby : Travelling, Listening Songs & Explore New Things.

(NIKHIL VERMA)
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