

Rohit Goyal

K-807, Diya Green City, Rajnagar Ext., Ghaziabad

Mobile : +91 9999801984, Email : rohitparulgoyal@gmail.com

AIM

To utilize every opportunity, learn, improve and to add value to the organization thereby attaining career growth & to enhance my knowledge & skills to become an eminent professional.

Skills

- ❖ Exceptionally good convincing power with excellent communication skills.
- ❖ Listening to customer requirements and presenting appropriately to make a sale.
- ❖ In-depth knowledge of automobiles and their terminology.
- ❖ Profound ability to negotiate and handle customer request.
- ❖ Strong ability to work under pressure and time constraints.
- ❖ Great ability of presentation and dealing with the customers.
- ❖ Strong knowledge of latest technologies in market.

Work Experience

Organization : Amrit Filtration Equipment's

Designation : Business Development Manager

Work Duration : Dec 2020 to Till

Responsibilities: Currently I work in filter industry and I have 500 plus customers and 100 plus end users from all over India. The industries in which I am currently working are Drugs & Pharmaceuticals, Alcohol, Dust Collector Manufacturers, Paint, Wooden, Chemical, Water and Automobile and some Government Sectors.

- ❖ Handling all groups of Akums & Drugs & Pharmaceuticals Limited for FBD & AHU Filters.
- ❖ Handling ITC two Unit Haridwar & Kapurthala for Filter Bags & Cages.
- ❖ Handling Central Electronics Limited, Sahibabad aur DRDO Jodhpur for filter paper and centrifuge filter bags.
- ❖ Handling Kerala Wooden Industry for Filter Bag & Cages and other Filters.
- ❖ Handling Mrs. Bectors Food Specialties Ltd Group.
- ❖ Handling Maruti and Honda Group.
- ❖ Motherson Group and Sunbeam Group.
- ❖ Handling traders and dealers as per their requirements who deal with Filter Bags & Cages, Filter Printing Paper, Plus Valves, Timers and other types of customized Filter Bags.
- ❖ I contact and call new companies, traders & dealers on Google and India-mart, hold meetings with them and make and supply filters to them as per their requirement.
- ❖ Developing new filter products and launching them in the market.
- ❖ In the filter industry, it is most important to understand the customer's requirements before making filters because the size and working function of each filter is different.
- ❖ It is very important to have the right product knowledge to improve sales.
- ❖ Now I have started new projects in the chemical industry, first of all we are developing new filters to filter chemicals.
- ❖ In the paint industry, we work with Berger Paint and Asian Paint where we supply filter paper to filter the paint.

Organization : Mirka India Pvt. Ltd.
Designation : Sr. Sales & Marketing Manager (OEM's)
Work Duration : Sep 2015 to Nov 2020

Responsibilities:

- ❖ Handling primary sale of MGA & MGP for Maruti Suzuki.
- ❖ Handling Renault & Nissan, Honda, Toyota and Hyundai projects.
- ❖ Handling other OEM group like Tata, KIA, SUN Motors.
- ❖ Give products and tool training.
- ❖ Bodyshop and products benchmarking.
- ❖ Make a scheme for OEM's and circulate in B/S with the help of salesperson.
- ❖ New products promotion.

Organization : Mirka India Pvt. Ltd.
Designation : Sales & Marketing Manager (After Market)
Work Duration : Jan 2011 to Aug 2015

Responsibilities:

- ❖ Handling North India after-market sales (UP/E-W, UK, Haryana, Delhi & Punjab).
- ❖ Holding meetings with dealers and distributors to talk about improving sales and visiting as many markets as possible.
- ❖ To explain the market sales scheme given by the company to the dealers and distributors to as many traders and retailers as possible and to collect orders.
- ❖ Developing new areas and making new dealers.
- ❖ To provide periodic training on products to retailers, to improve sales.
- ❖ Launching new schemes in the market from time to time to increase sales.

Organization : Lumax DK Auto Industry Ltd.
Designation : Sr. Marketing Executive
Work Duration : Jan 2008 to Dec 2010

Responsibilities: Supporting the sales process by being involved in the day-to-day activities of the marketing department and by providing an invaluable support service to the sales team.

- ❖ Support the company in the implementation of its marketing campaigns.
- ❖ Producing & Analyzing sales figures, then reporting them to marketing manager.
- ❖ Proof reading for all marketing material, both print and online.
- ❖ Assisting the marketing team with day-to-day administration duties.
- ❖ Responsible for maintaining & updating the company's website.
- ❖ Managing & maintaining product & data information within company system.
- ❖ Liaising on a daily basis with clients, customers and suppliers.
- ❖ Involved in drafting PPT and Word pitches.
- ❖ Working with the sales team to maintain and update pricing/listing details.
- ❖ Helping to run mail shot campaigns.

Organization : Bytes India Infosys Pvt. Ltd.
Designation : System Administration
Work Duration : Sep 2006 to Dec 2008

Responsibilities: Administering & troubleshooting 2003 server (workgroup model).

- ❖ Managing user accounts and giving share & security level permission.
- ❖ Responsible to install, set-up, maintain network and also configure the peripherals, cabling and equipment's accordingly as per the requirement.
- ❖ Responsible for maintaining the company strategy like designing, implementing and maintenance of enterprise network components.

- ❖ Responsible to monitor whether all the components are available for successful communication.
- ❖ Responsible for maintaining the Backup network, hardware, software, files on a regular basis accordingly as per the company policies.
- ❖ Timely analyses whether any repairs or replacements is needed.
- ❖ Managing data base of server & creating new users accounts.
- ❖ Responsible for configuring & troubleshooting NETGEAR & CISCO ROUTER.
- ❖ Responsible for configuring & troubleshooting SWITCHES.
- ❖ Responsible for troubleshoot Microsoft windows issues.
- ❖ Responsible for configuring & troubleshooting Microsoft outlook accounts.
- ❖ Responsible for creating new Microsoft outlook accounts for new users.
- ❖ Monitoring complete network & providing network statistics.
- ❖ Responsible for the installation of operating system windows 7.
- ❖ Responsible for the installation of software's like antivirus, MS-office, adobe & acrobat reader etc.
- ❖ Responsible for maintaining the network & troubleshooting the network related issues.
- ❖ Responsible for maintaining & troubleshooting network printers.
- ❖ Responsible for troubleshooting Internet issues.
- ❖ Responsible for sharing the network printers.

Educational Qualification :

- ❖ MBA (Sales & Marketing), Sridhar University, Pilani (R.J.) [2012].
- ❖ BCA, Agra University, Agra [2006].
- ❖ 10+2 (PCM), UP Board, Allahabad University [2003].
- ❖ 10, UP Board, Allahabad University [2001].

Personal Detail :

Name : Rohit Goyal

Father Name : Vijay Goyal

Date of Birth : Oct 5th, 1985

Marital Status : Married

Spouse : Parul Goyal

ROHIT GOYAL