



Rohit Jindal

SKILLS

- Executing strategic growth initiatives
- Strong track record of developing high-performing sales team
- Specialized in building long-term client relationships
- Identifying new market opportunities
- Focused on delivering profitable growth
- Consistently exceeding targets
- Developed collaborative approach to achieve business objectives
- Adapting market trends and developing sales strategies
- Fostered teamwork and innovation
- Strong communication and negotiation skills ensuring successful client engagements and long-term partnerships.

EXPERIENCE

September 2023 - Current

Channel Sales head Jindal Aluminium Ltd | Bengaluru

- Overseeing all India Dealers
- Co-ordinating and planning monthly sales target
- Engaging with key stakeholders to gather feedback and foster strong business relationships
- Streamlining sales processes, reducing overheads, and improving operational efficiency
- Analysing market trends for product development and competitive pricing strategies
- Monitoring competitor activity, adjusting strategies to maintain competitive edge

2015-2017 – Marketing Executive

2017-2019 – Senior Executive

2019-2021 – Assistant Manager

2021-2023 – Manager

- Overall responsibility to achieve MoM and yearly target for the southern region
- Successfully achieved over 130-140% of MoM sales target
- Monitored customer buying trends, market conditions and competitor actions to change strategies and achieve sales goals
- Attracted new clients and developed customer relationships by hosting product-focused events
- Partnered with sales team members and leveraged strong negotiation skills to close tough deals with lucrative clients
- Trained new associates in successful sales and performance strategies
- Lead a team of 5 members
- Developed monthly team action plans and monitored progress
- Managed entire sales cycle across customer accounts, proposing and closing sales to achieve total revenue growth, profit, and customer satisfaction plans
- Investigated and integrated new strategies to expand business operations and grow customer base
- Reviewed pricing strategies and expanded distribution channels to increase sales revenue

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📅 25/05/1989

🇮🇳 Indian

🔒 Married

👤 Male

SUMMARY

An organized, creative professional with proven marketing, customer service and business development skills with over 9 years of working experience in manufacturing industries for various architectural and industrial segments. I have also gained expertise in key account management, OEMs and channel partner development, team work, data analysis and data management. Looking forward to utilize and gain more skills and experience to achieve my personal and professional goal.

January 2014 - June 2015

Retail Sales Associate M/S Phoenix Advertising | Mumbai, Maharashtra

- Responsibility: Direct Marketing
- Scheduled meetings with high profile corporate clients
- Handled direct sales of big corporate clients
- Successfully achieved monthly targets
- Awarded employee of the month 5 times in tenure of 18 months

September 2011 - November 2013

Owner M/S Jindal Incense Agarbatti Limited | Bengaluru, Karnataka

- Entrepreneur

LANGUAGES

- English
- Hindi
- Kannada

QUALIFICATION

Bachelor of Technology | Computer Engineering
Rajiv Gandhi Institute of Technology, Bengaluru, Karnataka

PUC (10+2)

Acharya PU College, Bengaluru, Karnataka
Acharya University (state Board)

10th STD

Jindal Public School, Bengaluru, Karnataka
State Board

HOBBIES AND INTERESTS

- Listening to music
- Travelling
- Playing Badminton
- Trekking

DISCLAIMER

I, Rohit Jindal, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Bengaluru
08/11/24