**Sumit Vats**
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Telephone: 9810905568**(M)** 011-25364762**(R)**

**SUMMARY OF SKILLS AND EXPERIENCE:**Ø 13+ years of experience in Sales & Marketing.
**Ø Effective communicator & good relationship management skills.**

ORGANISATIONAL EXPERIENCE:

1. December'18 – Current with Sandhar Whetron India Pvt. Ltd. as Deputy Manager, OEM Marketing & Sales.

Current Customers: Honda Cars

Prospective Customers: Maruti Suzuki, SML Isuzu, Ashok Leyland, Volvo Eicher, Mahindra, Tata Motors, Kia Motors, Hyundai, etc.

Products: Parking Sensors, Camera, Wireless Chargers, etc.

Responsibilities:

* Responsible for Business development.
* RFQ handling
* Pricing & Negotiation
* Techno-commercial discussions
* Interaction with Whetron, China for Techno-commercial inputs
* Preparation of MIS
* Relationship management

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1. December'17 – November’18 with Sanden Vikas India Pvt. Ltd. as Deputy Manager, OEM Marketing & Sales.

Customers: Mahindra, Ashok Leyland, Force Motors and Swaraj Mazda.

Responsibilities:

* Responsible for Business development
* Handling Logistics
* Preparation of Sales plan and MIS
* Pricing
* Supplies & Commercials

Achievement: Received the Letter of Nomination from Ashok Leyland for HVAC system for Boss & Guru.

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1. January’15 – November’17 with Krishna Landirenzo India (P) Ltd as Deputy Manager, Marketing & Costing.

Manufacturers of CNG & LPG Kits

Added an OEM customer M/s Piaggio with whom the engine development is taking place in Italy.

Customers: Maruti Suzuki, Mahindra & Tata Motors

Responsibilities:

* Sales and Business Development.
* Handling the Existing customer queries & complaints.
* Timely collection of payments and other account related issues.
* To prepare sales plan and MIS.
* Pricing.
* Handling the promotional activity of the company, like website, catalog etc.

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 ( D) January’11 – December’14 with India Japan Lighting (P) Ltd as Assistant Manager, Marketing

Manufacturers of Headlamps, Tail Lamps and Fog Lamps.

Customers: Maruti Suzuki, Honda Cars, Honda Motorcycles, India Yamaha & Ashok Leyland.

Responsibilities:

* Maintaining good business relation with the Clients to augment repetitive business.
* Collection of RFQs, Discussion about the Development Schedule
* Timely Amendments from OEMs for RM, FE & others.
* Monitoring receivables from the Customers & ‘C’ Forms.
* Preparing MIS.

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**( E)** **August’05 –December’10** with **Kirloskar Oil Engines Ltd as Key Account Manager**

Manufacturer of Engine Parts like Half Bearings, Bushes & Thrust Washers.

**Customers: Maruti Suzuki, Mahindra & Mahindra Tractors, Tata Motors, Escorts Tractors, Tafe Motors & Tractors, New Holland Tractors, Rico Auto Industries Ltd, Sadhu Forging, Bharat Gears, Amul Auto, New Allenbury & Amtek Auto.**

**New Customer Addition: Sadhu Forging, Amul Auto Industries, New Allenbury & Amtek Auto.**

Responsibilities:

* Identifying and exploring new markets and tap profitable business opportunities.
* Relationship management with key clients for achieving repeat business & augmenting profitability.
* Controlling the receivables to manage credit figures.
* Costing of the Parts.
* Preparing MIS

**Achievements:**
o Successfully handled above mentioned key accounts and generated a business of Rs 18 crores /annum (approx.)

o Got Appreciation Certificate for setting up an ‘Excisable Warehouse’ for Maruti & Suzuki Powertrain in Gurgaon.

PROFESSIONAL QUALIFICATIONS

**o B.COM** from Ram Lal Anand College, Delhi University.
o Certificate Course in Marketing & Finance from National Institute of Management

**PERSONAL DETAILS:**

o Date of Birth : 11th January 1982

o Father’s Name : Sh. Naresh Chander Vats

o Notice Period : 1 Month