
Akash Kumar Verma

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SUMMARY

- Handling customers like JCB , TATA Hitachi, TATA motors, Knorr Bremse, Whirlpool, New Holland, Honda Power, U-flex Railways , NTPC, IOCL, IGL, Adani, LG, Escorts Agri.
- Proven abilities by monitoring delivery of high-quality customer experience, elevating customer satisfaction, while adhering to the work processes. I build revenue models to achieve Sales/Revenue Targets & generate new leads through Marketing Analytics & Automation (**Tableau, Salesforce**)
- Maintaining sales documentation (Forecast, Pipeline, project list, etc.) up to date and of high quality.
- Experienced in delivering sales operations, encompassing relationship management with client and providing process support for projects.
- A keen strategist, with a flair for adapting quickly to dynamic business environments; skilled in adopting a pragmatic approach in improvising on solutions and resolving complex business issues.
- Neat in providing process knowledge solutions to the team members and work with project support teams on their requirements
- **Ingersoll global President Award winner in 2017 for best sales and revenue achievement.**
- **Successfully delivered 130% revenue target in 2017.**
- **Successfully delivered 115% revenue target in 2018.**

CAREER SUMMARY

Ingersoll rand Technologies & Services pvt. Ltd

(From June-2013 to June-2020)

Designation: Area Sales Manager – Power Tools

- Manage Distribution Businesses for both Industrial Segment & after Market Vehicle Service Segments in North & East India customers like Automobile ,Ancillary , electronics, home appliances, government sector(Oil , Mining , power , Railways)
- Appointed New Channel Partners in North-East India for a desired product portfolio to increase customer focus & market penetration.
- Identification of New business opportunities, manage Sales Pipe Line and forecast monthly sales.
- Develop a Customer Orientated Planning processes with the Channel Partners to achieve their Financial Targets with high Customer Satisfaction.
- Develop Competitive & Product Analysis to break competitive accounts without compromising on margins.
- Identify potential channels, recruit, qualify, facilitate them through appointment process, as well as on-board channels, train reps, and evaluate channel effectiveness
- Constantly search out, uncover, and ensure evaluation of innovation and new business opportunities with targeted or assigned partner(s) - and ensure that adequate resources are assigned to pursue those opportunities

Ingersoll rand Technologies & Services Pvt. Ltd

(From Oct, 2011 to May – 2013)

Designation: Area Sales Manager – Fluid

- Manage Distribution Businesses for both Industrial Segment & After Market Vehicle Service Segments in North India.
- Identification of New business opportunities, manage Sales Pipe Line and forecast monthly, quarterly and yearly sales.
- Develop a Customer Orientated Planning processes with the Channel Partners to achieve their Financial Targets with high Customer Satisfaction.
- Develop Competitive & Product Analysis to break competitive accounts without compromising on margins.

Legrand India Pvt. Ltd., New Delhi**(From Sep, 2010 to Aug, 2011)****Designation: Sales Executive**

Legrand (India) has been the leader in the protection business for the last four decades with a range that includes circuit breakers up to 1600A and distribution boards. Taking advantage of this strong position and the expertise of the group we have progressively developed additional product ranges like wiring devices, home automation, emergency lighting, and cable management and structured cabling.

- To co-ordinate with execution team for timely completion of contracts/supplies.
- To manage the dealer Network and coordinate with them to achieve higher target.
- Attend government customer, builder, contractor, consultant user group meetings and exhibits to promote sales leads and assist with Converged product demos.
- Continuous follow-up with concerned officials to convert in to order.

Inventa Cleantec Pvt. Ltd., Noida**(From June, 2008 to Aug 2010)****Designation: Sales Engineer (Institutional Sales)**

Company Profile: Inventa Cleantec with its focus on cleaning are in the supply installation of High Pressure Pipe Line Systems, Automatic Coach Washing Plants, and Modular Systems etc. as turnkey projects. Apart from this they are also in to the supply of High Pressure Cleaning units, Ride on Sweeping Machines, Ride-On Scrubber Driers to all the major Govt/Semi Govt sectors.

Responsibilities:

- To work out on tender enquiries of all major Govt/Semi-Govt/PSU sectors.
- To visit consignee to generate indents.
- Analyzing tender rates with previous available data.
- To check the feasibility- technically and commercially.
- Cost estimation for contracts.
- Analyzing tender terms and condition.
- Timely preparation and submission of offers.
- To co-ordinate with execution team for timely completion of contracts/supplies.
- To instruct coordinator for timely submission/release of Security Deposits, PBGs, bills etc.

EDUCATION AND QUALIFICATIONS**● Graduation :B.tech****Institute** : IMS Engineering College, Ghaziabad**Year** : 2005-2008 (67%)**Specialization** : Mechanical Engineering**● Technical Diploma****Institute** : Govt. Poly. Pratapgarh**Board** : Board of Technical Education, U.P.**Year** : 2002-2005 (75%)**Specialization** : Mechanical Engineering

PERSONAL DETAILS

Date of Birth: 07th –October-1987
Nationality: Indian
Permanent Address C-23/28 K1, Kabir Chaura, Varanasi-221001
