



CONTACT ME AT



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CORE QUALIFICATIONS

- Project Management
- Client communication
- Interpersonal communication
- Sales and market development
- Sales process
- Established track record of exceptional sales results
- Excellent communication skills
- Promotional sales events
- Product knowledge
- Resolution-orientated
- Compelling leadership skills
- Sales territory growth
- Resolution-oriented

ANKIT RASTOGI

PERSONAL PROFILE

Professional Sales and Marketing Executive with 8 years of expertise maintaining superb customer care while attending to high call volume. Conducts sales outreach activities according to established objectives. Experienced Sales Manager with top-notch conflict management, organizational and prioritizing skills. Successful at developing and deepening stakeholder relationships. Excellent networking and strategic leader.

WORK EXPERIENCE

Unipak Trading LLC

Role as a Sales Executive | Jan 2020 - Present

- Achieve Sales target in outlet in areas Sonapur, Ajman, Ras Al Khaima, Ummal Quin.
- Work with retail chain outlets Nesto, Lulu, Al madina group.
- Ensure proper Merchandising within the outlet.
- Builds business by identifying and selling prospects; maintaining relationships with clients.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information.
- Display efficiency in gathering market and customer info to enable negotiations regarding variations in prices, delivery and customer specifications to their managers.
- Follow up with outlets with payment collection. Planned, organized and managed crews and subcontractors through expert communication and handling of all work orders and purchase orders.
- Reached out to customers to set up appointments, check on satisfaction and suggest additional offerings.

KEY SKILLS

- Strong Inter-personal and communication skills
- Ability to easily understand new concepts with minimum refractory time.
- High adaptability.
- High adaptability.
- Perseverance and integrity to work.
- Innovative thinking.

INTERESTS

- Participated in blood donation campaign in my college consecutively for 3 years
- Played an active role in Outbound Learning Activity organized by BBS.
- Regularly participate in swimming activities .

PERSONAL INFORMATION

- Date of Birth: 30.06.1989
- Gender: Male
- Nationality: Indian
- Religion: Hindu
- Languages Known: English, Hindi, Bengali
- Passport Details: K4915548
- Driving License: 307315

Pran Foods Ltd

Role as a Marketing and sales Executive | Mar 2015 - Dec 2019

- Indoor And outdoor activities within Hypermarket of seven emirates of UAE.
- Organizing events within the Labor camp.
- Work on brand positioning and BTL activities
- Accomplish marketing and sales human resource objectives by recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and disciplining employees.
- Achieves marketing operational objectives by contributing marketing and sales information and recommendations to strategic plans and reviews
- Implementing production, productivity, quality, and customer-service standards; resolving problems
- Meets marketing and sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures
- Improves product marketability and profitability by researching
- Sustains report with key accounts by exploring specific needs; anticipating new opportunities.
- Provides information by collecting, analyzing, and summarizing data and trend
- Protects organization's value by keeping information confidential
- Identifying, and capitalizing on market opportunities; improving product packaging; coordinating new product development
- Cost savings for the business
- Managing Promoters team for scheduling outlets and sales targets.
- Managed new product and content releases.
- Presented monthly sales performance to managers in the forms of charts, graphs and PowerPoints.
- Collaborated with advertising and promotion managers to promote products and services.

EDUCATIONAL HISTORY

Bengal Institute of Business Studies

Masters in Marketing | Mar 2012 - Jun 2014

Bachelor of Commerce

Bachelor of Commerce | Jun 2010 - July 2012

Youth Computer Centre

Diploma in Financial Accounting | Jun 2009 - Jun 2010

Dreamland School

Higher Secondary | Apr 2006 - Mar 2008

Xavier English School

Secondary | Mar 2005 - Apr 2006