



Madhuker P.C.

Business Development Manager

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Customer Business Development Manager seeking an opportunity to use my customer service and Management skill to improve Business and Customer satisfaction.

A competent Professional with proficiency in streamlining business processes, defining continuous improvement processes, accelerating employee 'strengths and Imparting training for the improvement in the operational processes.

Profile Summary

- A Dynamic & results-oriented professional With 17+ Years' experience .in Sales & Business Development Dealers & team Management or client relationship.
- Presently Working with Micrographics India as Business Development Development and Key Account Head.
- Skilled in implementing sales programmes /strategies to improve the product awareness in markets by brand building and market development efforts.
- Proficient in conceptualizing and implementing innovative plan for accomplishment of pre designated targets from the assigned territories.
- Focused & goal oriented adept at creating & formulating Strategies' for accelerated growth hard working with unsurpassed communications organized presentations & interpersonal skill activities encompassing Project planning scheduling.
- Who has been consistently praised as hard-working by my co-workers and management, over the course of my 17-year career?
- I've developed a skill set directly relevant to the Business Development Manager role you are hiring for, including Account development, client management, and new market development.

Skills & Key Experience

- Dealer Networking/Communication Skills.
- Sales & Marketing Strategic Planning
- Operations, finance, presentation and interpersonal relationship
- Govt.Tanders (GEM) and institutional sale, customer handling.
- Supply Chain , Project Management

EDUCATION

B.A. (sociology) (2005)
2 years Diploma Automobile (2002)
Senior Secondary (PCB)

Rajasthan University Jaipur
Rajasthan Technical Education Board Jodhpur
R. S. E. Board Ajmer Rajasthan

Additional Technical Knowledge

- **Garage Equipment and Air Compressor:-**, all types of Recuperating and Screw Air compressor Cleaning Equipment like vacuumed cleaner, car washer under chassis car washer, Nitrogen Tyre Inflator, and Feed pumps.
- **Pneumatics Tools:-** solenoids valves and all Pneumatic Air operate Air tools working in Car Body Shop, service workshop and assembling industries, Tyre Shoppe and OEM Users
- **IT Hardware/Software :-** Knowledge of Book Scanners, high resolution Overhead scanners, Microfilms scanners, developer document scanners, flatbed scanners, Software, Antivirus, GPS Devices AI Products. Biometric Devices Thermal scanning IOT Solutions, Office Automations.

Technical Skills

- MS Office, Excel /PowerPoint
- Working Knowledge of SAP, Dealers Management Software
- Microsoft Outlook, MIS, CRM

Experience

Micrographics India (Delhi) December 2018 to till

BUSINESS DEVELOPMENT MANAGER

Micro Graphics India:-is an **ISO 9001:2015** Certified company specializing in Overhead Book Scanners, Microfilming Equipment (Exclusive National Partner of Zeutschel.com) it is India's leading and trusted company for over 25 years in the field of Scanning (with searchable PDF and OCR Capability), Digital Archiving, Electronic Document Management Solutions, and Microfilming services and Document management software for every organization. We are pleased to bring to the latest German technology- high-resolution colour scanners to digitize records, files, bound volumes, journals, and other documents.

Job Responsibilities

- Adept in developing and managing sales thereby ensuring increase in sales revenue , Exceed sales targets by carrying out innovative brand Building activities to push retail business.
- Devising strategies to enhance brand visibility and provide deferential customer experience across all areas
- Identifying prospective client generating business from new account and developing them tom achieve higher market share / consistent profitability.
- Generating MIS Reporting to review the development in the business along with the revenue generation ensuring compliance with all regulatory requirements of statutory bodies.
- Generate leads from market, Legal Firm (CS, CA) Govt. sectors, PSU, Advocate Firm's and Indian Govt. Ministries by Tendar's
- Appoint Dealers, Business partners at Pan India make good relationships with new and existing clients
- Handle key account & OEM customers Done B2B and B2C Sales through channel and direct.

A.S. Equipment Pvt. Ltd. (Delhi) October 2011 to November 2018

October 2011 to November 2018

AREA SALES MANAGER

A.S. Equipment Pvt. Ltd. an Authorized sales and service dealers of **ELGI EQUIPMENT LTD.** And **ATS – ELGI Limited** Coimbatore Company working in Automobile Garage Equipment. Provide all types of Air compressor from 1 HP to 15 HP **Recuperating Air Compressor**, all types of single phase and three phase induction motors, 7.5 KW to 250 KW for **Screw air compressors** or single stage and double stage Compressors we are provide Total Compressed Air Solution For all assembling industries and Automobile Authorized Dealers.

Job Responsibilities

- Handle key account & OEM customers Done B2B and B2C Sales through channel and direct.
- Generate leads from industries & institutions sales
- Appoint dealer in territory make good relationships with new and existing clients
- Making sales plan with sale associates and individual.
- Achieve Monthly Targets and sales
- Handle 15 No. of subordinate staff and 5 no. Of Business Associates in UP West and Uttrakhand

Valvoline Cummins Limited(Gurgaon) April 2007 to October201

April 2007 to October201

CORPORATE SALES EXECUTIVE

Valvoline is a top most lubricant manufacturer company in India. And provide all type of lubricants for two wheelers, four wheelers or industrial cutting oil and coolants.

Job Responsibilities

- Make relationships with new and existing clients handle key account in Delhi, Gurgaon and Rajasthan Location.
- Technical Training and specifications of Automotive Engine Oils like Active 4T, Synthetic Engine oil, and Power One heavy duty and long interval drain Engine oils and coolant
- Appoint New Dealers in territory and Region Manage Dealers sale and financial health, give best businesses schemes, deals or best offer for new and old Customers and End Users.

HHML is **manufacturer Hero Honda** Bikes and India's No.1 Motorcycles manufacturer plant in Dharuhera and Gurgaon.

Job. Responsibilities

Test Riders in R&D Centre and check bike endurance quality and ride dike for lifecycle testing and Robotics testing, we do assembled and dismantle faulty spare and testing as per testing conditions and ratings.

Academic' Trainings

Name of the Training	Address of Training Institute
Technical Treble Shutting Training	Rajasthan State Motor Garage Jaipur
Fleet Management	RSRTC Depot Jhalana Dungari Jaipur
Duration	3 Month

Professional Trainings & Achievement

Name of the Training	Address of Training Institute
Technical Sales Training 2011	Elgi equipment ltd. Regional Office Delhi
Technical Sales Training 2012	Elgi equipment ltd. Regional Office Delhi
Product Sales Training 2013	Elgi Equipment ltd. Coimbatore (TN) INDIA

Projects

	Auto Smart Wash
Description	This device is used to High end cleaning of a car in just 15 minutes
Customer Name	Automax cars Pvt. Ltd AXON Honda Ghaziabad
Duration	18 Month

SOCIAL ACHIEVEMENT

- Participate in all type of Social activities and achieve appreciate certificates and regard's
- Certificate from **AKHIL BHARTIYA SANSKRITI GYAN PARIKSHA** Kurukshetra In 1995
- certificate of appreciation from **RBFL Blood Bank (D.D.U. Hospital Delhi)** in December 2014
- Certificate of Commitment from **Central Vigilance Commission Govt. Of India.**
- certificate of Participation from **Ministry of AYUSH Govt.of India** in subject of 'Ayush Sanjivani Quiz

PERSONAL STRENGTH

My Strength is that I am a very happy behavior and ambitious, hard working with my Profession and manage me and my team in any type of situation I am honestly work with my organization and Don't cheat with management and customers. Care my colleagues and subordinate Employees and be flexible with staff and Management

PERSONAL

Language: - English, Hindi, Marwari. **Age:** - 39 Years **Nationality:** - INDIAN **Address:** - House No. E7/8 Main Shani Bazar Road Sultanpuri Delhi 110086 **Driving License:** - Indian CMV. **Hobbies:-** Learn New things and Thought.

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