

 **Mulesh Kumar Aggarwal,**

 **Safaliya 43, Arunoday Society,**

**Flat No. 202, 2nd Floor,**

**Alkapuri, Vadodara, (Gj.) India.**

 **Passport No:-M5263078.**

 **Mob: - +91 8130490720, 9920721765.**

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| **Name of Candidate: - Mr. Mulesh Kumar Aggarwal**  |
| **Post Applied For:**  Sales & Marketing |
| **Current Emp.: -** Rubberking Tyres Pvt. Ltd. (Resigned) | **Designation: -** Sr. Manager Sales & Marketing  |
| **Education: -**  MBA Marketing | **Age: - 43 Years** |
| **Relevant Inds. Exp.:** - 20 Years (RALCO ENTERPRISES LTD, APOLLO TYRES LTD, BIRLA TYRES, FALCON TYRES LTD, UNIPATCH RUBBER LTD) |
| **Current Location: -** Kurukshetra | Home Location: - Kurukshetra |
| **Current CTC: -** 88000/- p.m. in Hand | **Expected CTC: -** As Per Company Rules  |
| **Mother Tongue: -** Hindi  | **Language Known: -** Hindi, Punjabi, English  |
| **Reference: -**  |  |

* **Career Objective: -**Looking for a dynamic career in **Sales, Marketing& Admin.**
* **Career Graph :-** A Management Graduate having **over 22+ years’** experience

In **Domestic Automobile Tyre Industry** (**Channel Sales + O.E.M’s**) at **Pan India level**.

**Current Occupation: -** Associated with **RUBBERKING TYRE PVT. LTD.**

As **Senior Manager – Sales & Mktg. (Nation)**

Based at **Ahmedabad (Gj.) India** w.e.f. **SEP. 2017.**

We are largest manufacturer and exporter of Inner Butyl Tubes, **PREMIUM RESILIENT SOLID TYRES,** Tyre Curing Bladders, Tyre Curing Bags, and Automotive Flapsunder Strong Brand name **RUBBERKING or GEMINI** to meet the wide ranging requirements of Automobile Tyre Industryas well as Material Handling Industry. The World’s Foremost Largest Tyre manufacturers and market leader like Michelin, Yokohama, Apollo, Ceat, JK and Birla Tyres are our Prominent O.E.M. customers and Export more than 70+ Countries across the world as well as strong channel sales network at Pan India level.

**Current Job Responsibilities:-**

1. Responsible for Sales, Administration, Target vs. Achievement of Sales, Collection, After Sales Service and BTL activates across the Nation with Turnover of 90 Cores P.A and direct reporting to Hon’ble Managing Director.
2. Developing & Managing Domestic Market i.e. Channel Sales Network , Fleet Sales , Institutional Sales as well as Foremost Tyre O.E.M.’s Michelin, Yokohama, Apollo, Ceat, JK and Birla Tyres with Team of Ten Company Officials as well as four sales office across the nation.
3. Identifying and exploring New and Untapped markets for Business Development.
4. Executes Plan, Policies and Program as per Business Need.
5. Controlling credit, collecting and collating market data, feedback from Replacement market as well as O.E.M’s.
6. Meeting Key Tyre Distributors, Sub dealers, Tire Fitters and Customers i.e. Fleet Owners.
7. Strategize customer retention plan and conversion plan for competitor customers by personal meeting, organized campaigns and road shows.
8. Responsible for all demand generation ATL/BTL activities , organizing and participation in Customer Campaign programmers , Exhibitions, Road Shows, Shop Décor, Van Campaigns, Consumers and Dealers Meets.
9. Monitoring after Sale Services and also reviewing Approve and rejected claims.
10. Maintain Records, Prepares reports and compose correspondence according to work.
11. Identifies staff development and need, accordingly Organized Training Programmes.
12. Coordinating with Product Team for New Product Development.
13. Review of Outstanding, Sales and Inventory levels on daily bases and coordinate with Supply Chain as well as Commercial function with A/c Dep’t.**T**
14. Direct Reporting to Hon’ble Shri Samir Gawarwala (Managing Director).

## EXPERIENCE PROFILE:-

1**. RALCO ENTERPRISES LTD.** Consignee for **RALSON INDIA LTD.**

G.T Road, **Ludhiana (Nov. 1997 –Oct. 1998) Management Trainee.**

 **(Nov. 1998 – Mar. 2005) Sales Executive** and handled sales in the Markets of Maharashtra, Uttar Pradesh, Madhya Pradesh, Rajasthan, Punjab &Hr.

**2. APOLLO TYRES LTD.** Based at **Jalandhar (Pb.) (April 2005 to April 2007)**

 As a **Territory In charge** for Punjab Region.

1. **BIRLA TYRES** (Prop. Kesoram Industries Ltd.-Kolkata) **Based at**

 **PATIALA (May 2007 to May 2008) as Business Manager-III**

 **CHANDIGARH &H.P (June 2008 to Dec. 2011) as Business Manager-II**

 **MUMBAI (Z.O) (Jan. 2012 to March 2012) as Business Manager-II**

1. **FALCON TYRES LTD. Under Strong Brand **

 **(A Ruia Group Co. - Kolkata) Based at Ludhiana (Pb.) (April 2012 to July 2014)**

 **As Area Manager –Pb./Chd./H.P.& J&K.**

1. **UNIPATCH RUBBER LTD. Under strong brand “ OMNI “**

 **(Coloration with “TECH INTERNATIONAL–USA” Tyre & Tube Repairer Products)**

 **Based at Mumbai (August 2014 to April 2015) as Dy. Area Manager- West.**

 **Based at New Delhi (May 2015 to August 2017) as Senior Manager Sales- North.**

## AREAWORKED:-

 Maharashtra, Goa, Delhi-NCR, West Bengal, Odisha, Karnataka, Kerala, Telangana,

 Tamil Nadu, Gujarat, Uttar Pradesh, Uttarakhand, Madhya Pradesh, Chhattisgarh,

 Rajasthan, Punjab, Haryana, H.P and J&K.

## ACHIEVEMENTS:-

1. **Launched & establish** successfully **Ralco Auto Tyers in Haryana market.**
2. **FY 2005-06** in **Best Performance Award in Tractor Tier by Apollo Tyres Ltd.**
3. Establish **Apollo’s Acelere** a new generation car radial tires at Jalandhar (Pb.) Market**.**
4. **Excellence Award FY 2009-10 as Zonal Top** by **CPA Growth** in **Birla Tyres.**
5. **Launched & establish** successfully **Birla’s TBR in Punjab, Chd. & H.P. Regions.**
6. **Too much Struggle & Open New C&F of Birla Tires at Bilaspur (H.P) in 2009.**
7. **Excellence Sales Award in F.Y.2012-13 in 2-3 W. Tires** by **Dunlop Tires for North.**
8. **Excellence Award from Bridgestone India Pvt. Ltd. For Tyre Repair Training to Team Bridgestone for F.Y 2017-18.**

**TRAINING PROGRAM ATTENDED:-**

1. Factory visit and product related training by **Apollo Tyres Ltd. - H.O. Gurgaon. (Hr.)**

2. Successfully completed One Month Technical Training of Cut Repair of OTR, TRUCK

 And PassengerCar Radial Tires by **“OMNI” UNIPATCH RUBBER LTD.-DELHI**.

**PROJECTS:-**

1. Plant visit of BKT @ Bhuj (Kutch) with Technical Team and repair OTR Tyres.
2. Plant visit of CEAT LTD. @ Nasik (Mh.) with Technical Team and repair FARM Tyres.

3. Plant visit of BRIDGESTONE @ Pune (Mh.) with Technical Team and give Technical

 Training of Tubeless Tyre repair to Team Bridgestone.

1. Omni Tubeless Repair Kit Project with Maruti Suzuki India Ltd.-Gurgaon (Hr.) visit all Franchise of North Region with strong follow up and become registered vender of Maruti, in new launch SUV-BREZZA” OMNI “Tyre Repair Kit is coming on FOC Bases for customers.

 **KEY SKILLS:-**

1. Strong Admin. with Channel Management Skills.
2. Ability to Lead a Team and Manage Team Members.
3. Ability to think Plan and Execute.
4. Proactive & Positive Attitude.
5. Strong Logic and Problem Solving Skills.
6. Ready to Take Challenges.

## EDUCATIONAL QUALIFICATIONS:-

**1. Graduate /Degree (Department of Distance Education)**

Graduation 1996- KurukshetraUniversity, Kurukshetra (Haryana)

**2. Post Graduation /Degree (Department of Distance Education)**

 **MBA (Marketing) 1999** –CSM INSTITUTE OF GRADUATE STUDIES

 PUNE.

### PERSONAL DETAILS:-

**FATHER’S NAME : SH. SANT KUMAR AGGARWAL**

**DATE OF BIRTH : 03-04-1975 (39 Years)**

**NATIONALITY : INDIAN**

**MARITAL STATUS : MARRIED**

**LANGUAGES**

**KNOWN : ENGLISH, HINDI& PUNJABI**

**HOBBIES : TRAVELLING, LIGHT MUSIC & GARDENING**

**CORRESPONDENCE**

**ADDRESS : # 880/8, Geeta Colony, Kurukshetra-136118. (Hr.)**

#### MAIL ID: - : muleshkumar@gmail.com

**EXPECTED SALARY : NEGOTIABLE**

**REFERENCES : 1. MR. M.L. Goel (Dy. General Manager)**

 **STEEL STRIPS LTD. CHANDIGARH. (U.T)**

 **2. MR. P.S Saini (Sr. G.M- Sales)**

 **UNIPATCH RUBBER LTD. NEW DELHI.**

**Date ………………….**

**Place …………………. (MULESH KUMAR AGGARWAL)**