

RAJEEV DUTTA

Current location: New Delhi | Address: 9/1, Dilip Vihar, Nilothi Extn.,
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WORK EXPERIENCE

M/S. AARON HELMETS PVT. LTD. (Laid off due to Covid-19)

(13 years, 8 months) 28 September 2007 – 31 May 2021

Designation: Zonal Sales Manager (North East)

Company Profile: Leading manufacturer of helmets and accessories with brand name 'Aaron' in India, based in New Delhi (Factory at Sitarganj, Uttarakhand).

Job Profile: Generating new business and boosting existing sales of the company, meeting distributors/dealer channels within the given territory.

Job Skills: Distributors- 07

Dealers- 100+

Areas Covered- West Bengal, North East- up to Tripura, Odisha, Bihar.

Turnover- Rs. 7.0 Crores per annum

CTC: Rs. 9.2 LPA (Perks Extra- 1% incentive of total sales, T.A- (Up to Rajdhani 2A), D.A, Mobile bill and Local Marketing expenses).

M/S. AEROSTAR HELMETS LTD

(14 years, 10 months) 10 November 1992 - 15 September 2007

Designation: Regional Manager (North East)

Company Profile: Leading manufacturer of helmets and accessories with brand name 'Aerostar' in India, based in New Delhi (Factory at Bhiwadi, Rajasthan).

Job Profile: Generating new business and boosting existing sales of the company, meeting distributors/dealer channels within the given territory.

Job Skills: Distributors- 13

Dealers- 32

Areas Covered- West Bengal, North East- up to Tripura.

Turnover- Rs. 8.0 Crores per annum

M/S. W.A KITCHENCARE PRODUCTS

(10 months) 10 September 1991 - 2 August 1992

Designation: Zonal Sales Manager (Delhi)

Company Profile: Leading manufacturer of kitchen care products with brand name 'Kitchencare' in India, based in Dehradun, Uttarakhand.

Job Profile: Generating new business for the company by appointing new dealers and boosting existing sales of the company within the given territory.

Previously served the Indian Army (ARTILLERY- 107AD Regiment) based in New Delhi as Rank O.F.C. August 1987- December 1991
V.R.S due to medical conditions.

EDUCATION

B.A	1987	Jadavpur University, Kolkata, West Bengal
Class XII	1984	West Bengal Board
Class X	1982	West Bengal Board

OTHER DETAILS

Languages Known: English, Hindi, Bengali and Punjabi

Language Fluency: Bengali, Hindi and Punjabi

Communication Skills: Good

Industry Type: Auto Accessories

Functional Area: Sales/ Business Development

EXTRA CURRICULAR ACTIVITIES

Participated in Command base Football match at the Indian Army Base, New Delhi.

KEY SKILLS

Sales and Marketing, good communication skills, analytical ability, self-motivated, fast learner, combination of hard and smart work coupled with zeal to complete the given task timely.