

RAHUL M. NAYAK

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Dear Hiring Manager,

An effective marketing strategy is heavily reliant on a detailed understanding of the market trends and conditions, customer expectations and a strong knowledge of competition fueled by innovation and creativity. That said, I know that I am the perfect fit for the job of Sales and Marketing manager in your company.

With over 7 years of Sales & Marketing experience in over three different companies, I am confident that my experience and skills will prove to be a valuable asset to your team and company. Heading the marketing team in several different campaigns, I have managed to increase revenue by tenfold as a result of Sales & marketing campaigns that influenced nationwide application. Along with sales and Marketing I have been managing several different roles like **project execution** from beginning to end, **tenders, contracts communications** etc.

I am driven and ambitious with a creative mind that draws out the unique selling points of any product or service. I thrive from competition and the thrill of finding a winning campaign is what makes me jump with excitement. Not only have I got the passion for marketing, my communication skills both written and verbal are second to none. With the ability to **negotiate excellently** and the added advantage of good conflict resolution skills, I know how to work efficiently in a team to ensure productivity and **high performance**. Collaborating closely with the sales team will be an essential part of a marketing job and I am keen to engage in this activity.

Given my experience and skill set, I know that I am the right candidate for the job. I thank you for this opportunity, time and consideration and look forward to hearing from you with regards to progressing in the hiring process. Attaching herewith my resume for your kind consideration for this particular job.

Sincerely,

Rahul M. Nayak

RAHUL M. NAYAK

SALES & MARKETING MANAGER

INTRODUCTION

An ambitious and disciplined person who has acquired extensive knowledge in the field of Marketing Marine Products and execution of its associated projects. Looking to secure a position in where I can bring immediate strategic value and enhancement to skill set.

EXPERIENCE

Hi-Tech Elastomers Ltd. - Sr. Marketing Manager (April 2015 to present)

- Marketing of **Marine Products**
- Handling Business Development activities
- Managing Government Tenders team.
- Overlook Projects of Indian Navy.
- Client liasoning, Client communication.

Airoil Flare gas Pvt Ltd. – Marketing Executive (2013 to 2015)

- Sales and Marketing of flare system.
- Marketing Communication
- Presentation to clients.
- Attending client meetings.
- Negotiation.
- Preparation of Government Tenders.
- Client Liasoning.
- Submission of Techno-Commercial bids.

EDUCATION

JNTU UNIVERSITY, HYDERABAD

- **B.Tech Mechanical Engineering**
passed with 76.9%

NARAYANA JUNIOR COLLEGE

- MPC Stream, Passed with 88.4%

STRENGTH

- Positive attitude with self-confidence.
- Habit and experience of working independently.
- Adapt to any environment.
- Enthusiastic and competitive person.
- Self Motivated person.
- Analytical Decision Making.

SKILLS

- **Leadership**
- **Business communication skills**
- **Project management skills**
- **Marketing**
- **E-mail marketing**
- **Liasoning**
- **Negotiation**
- **Solid works**
- **Proficient in ms office**

CONTACT

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