

RAHUL DIXIT

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Area of Exposure

- | | | |
|------------------------|----------------------------------|--------------------------|
| > Channel Sales | > Marketing | > Key Account Management |
| > Business Development | > Consultative Sales | > Training & Development |
| > Market Analysis | > Client Relationship Management | > Six Sigma |
| > Listening Skills | > Customer Centric | > Problem Solver |

Personal Summary

Holds an enriching career span of 6+ years and extensive experience in Sales Operations, Business Development and Product Quality Assurance. I am enthused most when given the opportunity to exhibit my skills and abilities to achieve revenue, profit and business growth objectives. I strive to deliver strategic direction for new account management, business development and related operational excellence.

A Result Driven, Articulate and well-presented Techno-Commercial Sales Professional who likes to Implement strategies for accelerated growth. Expertise in New Product Development and launching. Hardworking and able to communicate effectively with people from all backgrounds- internal and external stakeholders and able to present products in a structured and professional way to the customers. Comfortable working in a fast paced, growth-oriented work.

I am Extrovert- Highly Expressive, Self-motivated, Persistent, Empathetic and Positive person known for delivering results with consultative sales approach and exemplary customer service and relationship.

An Amiable by nature – I love to help people succeed by helping them get rid of individual obstacles and promote building a mutual trust environment where various departments work together to achieve common goals.

Currently looking for a suitable Business Development/Marketing profile in exciting & ambitious company.

Work Experience

Company: ABB India Limited

Designation: Regional Sales Manager- East India **Duration:** January 2019 – Present

Part of the ABB Home & Building Automation-Sales Team leading the Sales & Marketing Activities for East India. Projects & Key Account Management along with System Installers addition to the company database.

Duties: -

- Responsible and accountable for profitably growing sales in the Assigned Territory of Eastern India.
- As a Manager of key Eastern States assigned to current and future growth through active management of existing accounts as well as generating new accounts.
- Develop Channel Sales & Project Sales in the defined market.
- Develop & Increase the ABB Building Automation Product Portfolio reach to the assigned market.
- Work closely with the Sales Manager-India maintaining effective and timely communications with him and other business contacts.
- Regularly approaching the Customer & Clients for the betterment of the Product and Solutions.
- Primarily relied to develop and drive effective marketing communication and product strategy, training programs thereby increasing market share and sales growth.
- Showcasing Building Automation Products- KNX, Free@Home, Video Door Phone & Intrusion Alarm Solution to End Customer, System Integrator and Channel Partner.
- Work Closely with Consultant, Architect, Builders, Interior Designer and End Customer for Project Sales.

Achievements:

- Part of the Success Team to conduct regularized Product Training on ABB Automation Solution and created content to effectively communicate the value of products and solutions across verticals.
- Part of the Success Team for conceptualization and launching the Video Door Phone and Intrusion Alarm Solution offering on the product lines and establishing dedicated support to the installers thus increasing revenues and bringing loyalty.
- Enrolled 4+ System Integrator Companies for doing ABB Home & Building Automation within 3 months of joining.
- Developing the Eastern Market with revenue of 35 lacs turnover sales within 3 months of taking the responsibility.
- Conceptualized and drove B2C based consultative sales model. The end-user interactions across Consultant, Architect, Builder, Interior Designer and End Customer clients resulting in creation of a robust funnel.

Company: Texecom Ltd, A Halma PLC, India

Designation: Area Sales Manager- North & East India Duration: September 2017 – January,2019

Part of the Texecom India-Sales & Marketing Team and leading the Sales & Marketing Activities for North & East India. Projects & Key Account Management along with System Installers addition to the company database.

Duties: -

- Responsible and accountable for profitably growing sales in the Assigned Territory of Northern & Eastern India.
- As a Manager of key North & East States assigned to current and future growth through active management of existing accounts as well as generating new accounts.
- Work closely with the Business Manager-India, maintaining effective and timely communications with him and other business contacts.
- Preparing Product Modules on the various existing and new products to enhance Sales Brochure and Marketing Catalogue.
- Regularly approaching the Customer & Clients for the betterment of the Product and Solutions.
- Primarily relied to develop and drive effective marketing communication and product strategy, training programs thereby increasing market share and sales growth.

Achievements:

- Part of the Success Team to develop local stories and created content to effectively communicate the value of products and solutions across verticals.
- Part of the Success Team for MARCOM material for the launch of Texecom Connect IOT Platform and created end user stories resonating with the Indian market leading to successful launch of the Connect Platform
- Part of the Success Team for conceptualization and launching The Texecom Academy, offering certification training on key product lines and establishing dedicated support to the installers, thus increasing revenues and bringing loyalty.
- Executed the First Ever Paid Training Concept of The Texecom Academy from Concept to Execution Stage in India. Enrolled 50+ System Integrator Companies for the same in the Phase 1 of the program within 3 months of launch.
- Developed the North Market with a revenue of 1.7Cr turnover sales within 15months of taking the responsibility.
- Conceptualized and drove B2C based consultative sales model. The end-user interactions across Banking & Financial, Retail, Warehousing, and Residential clients resulted in creation of a robust funnel.
- Led entire scope of soft and hard product launch event activation initiative - advertisements, installer promotion program, and training

Company: Texecom Ltd, A Halma PLC, India

Designation: Product Engineer- Testing

Duration: December 2015 – August 2017

Part of the Research & Development team conducting through Product Testing of the Security Systems and Third-Party Home Automation Devices according to Standards and developing new Testing Strategy after communicating and listening to customers & clients and ensuring that they receive the highest standards of products along with quality products by ensuring new timely features introduced in the product after testing.

Duties: -

- Contributing to engineering test cases based on release content and marketing requirements.
- Creating test cases that functionally verify release content as well as previously existing functionality.
- Identifying and documenting defects consistently and clearly with the development team.
- Ensure that the firmware and software developed for the product works according to internal specifications and as per customer requirement.
- Dealing on database resources & reference case from JIRA (CRM).
- Test the product from customer point of view.
- Prepare test cases for various features and specifications of the product.
- Gathering Test-Data and creating Test Plan, identifying tools and setting up of environment required for executing tests.
- Establishing and enforcing standard Test Process to streamline manual and automated testing efforts.
- Regularly approaching the Customer & Clients for the betterment of the Product and Solutions.

Achievements:

- Part of the Development Testing team for Launch of 3+ Major Panel Firmware, 2 Communicator Firmware & 5+ New Product Launches with the complete Test Plan, Test Case Preparation, Product Testing and Report Submission.
- Mentoring & Training for the Newly Hired Employees on the various different products for betterment of Sales establishment with our Clients.
- Preparing Product Modules on the various existing and new products to enhance Sales Brochure and Marketing Catalogue.
- Responsibility of the End user satisfaction, Staff motivation and Continuous Improvement within the process.
- Member of the company's Fun Team & Handling of Various Functions held in the Organization.

Company: Honeywell International Inc.

Designation: Senior Product Consultant

Duration: December 2012 – July 2015

Part of the Operations & Product Consultation team driving Product Support & Revenue Generation and developing new process and methods of product simplification by communicating and listening to customers & clients and ensuring that they receive the highest standards of customer service and quality products support.

Duties:-

- Security Systems (Security Alarm Systems & Panels) Pre-Sales, Post-Sales & Product Consultation for the B2C and B2B Clients and Training & Commissioning of the Honeywell Security and Fire Products & Network Devices, IP Cameras, CCTV & DVR System.
- Pre-Sales and Post-Sales Expert to the System Integrator for the *TUXEDO KP, Vista Automation Module, KWIKSET, YALE & Schlage Locks, LUTRON and LEVITON Light Switches and Dimmer and ZWave Thermostat* with our panel and security devices.
- Dealing on database resources & reference case from Salesforce.com (CRM).

- As a Quality SPOC made the associates understand the SLA and motivated them to apply it within the process for the process improvement.
- Responsibility of the End user satisfaction, Staff motivation and Continuous Improvement within the process.
- Member of the company's Administration Department & Handling of Various Functions held in the Organization.

Achievements:

- Learnt & Enhanced skills for 7 different product line within 1 year of Joining the Organization- Alarmnet GSM, Alarmnet IP, Vista Panel, Lynx Panel, Total Connect, FBII, Streetsmart Product.
- Consist Performance Rating of 2 (One of the Best Ratings for Employee below Manager Level) for 6 out of 8 quarters.
- Led the Success Team to develop local test bench lab for better support and customer experience to System Integrator and Project Manager for various product support.
- Part of the Mentoring & Training Team for the Newly Hired Employees on the various products for betterment of Sales establishment with our Clients.
- Led the Designing and Customization of Product Learning & Product Modules on the various newer and older products to enhance Sales Brochure.
- Led the entire preparation of Daily Performance Data of the Complete Team (Team Analysis & Performance Metrics).
- Completed Six Sigma Certification and thereby help to increase Team Performance.
- Conducted Knowledge Forum and Maintain Quality Standards (SLA) for Six Sigma Elements & Honeywell Operating System of the Organization as a **HOS Captain & QSPOC** of the Team.
- Have Applied Six sigma in the best possible way within the process likewise maintaining the 5 S, RPS, Radar Chart with SOP's and SOS.

KEY SKILLS AND COMPETENCIES

- Managerial Skills: Leadership, Team work, Co-ordination, Flexible, Good Communication.
- Other Skills: Good Communication, Partnership Development, Pre-Sales & Post-Sales Consultant, Preparing Marketing Brochure.
- Strong collaboration, influencing and problem resolution skills.
- Knowledge of Product selling and marketing and Innovative and persuasive in developing new customers.
- Excellent after sales service ensuring the customer has had a good experience.
- Security Systems, CCTV, IP Cameras, ZWave Devices, Home & Building Automation-KNX, Video Door Phones, Intrusion Alarm Solution Sales.
- Proficient in **Microsoft Office** (Word, PowerPoint, Excel, Outlook).
- Operating System-**Windows 7, Windows XP/Vista, Linux.**
- Languages- **C, C++, Core JAVA.**

Training & Certification

- Certified in **Core JAVA** from **NIIT,Jaipur.**
- Industrial Training in **Hipath Series of Systems** in **Siemens Enterprise, New Delhi**
- Certified in *Six Sigma Principles & Its Implementation* i.e. **Six Sigma Yellow Belt.**
- Certified in **Integrated Building Management System (IBMS)** from **SOFCONS India Pvt. Ltd.**

Education

- **PGDM in Marketing Management**
Narsee Monjee Institute of Management Studies, Mumbai (2015-2017).
- **B.Tech (Electronics & Communication Engineering)**
Kautilya Institute of Technology & Engineering, Rajasthan Technical University, Kota (2008-2012)
- **Indian School Certificate Examination**
Calcutta Boys' School, Kolkata (2008)
- **Indian Certificate of Secondary Education Examination**
Calcutta Boys' School, Kolkata (2006)

Projects & Seminars

- Worked on the projects of **Seismic Sensor & GSM Based Home Security System.**
- Seminar on **4G Technology, VOIP Based Systems, Sixth Sense & Upcoming Technology.**

Academics Achievements

- Winner in Intra School Debate Competition (2007).
- Winner in Intra School Quiz Competition (2007).
- Winner in Inter Collegiate Quiz Competition (2009).
- Winner in Inter College Tech-fest in Hardware Assembling (2011).
- Winner for Perfect Attendance for 2yrs (2002 & 2004).
- Winner of the Best New Comer Award Q2 in **Honeywell International India Pvt. Ltd, 2013.**
- Winner of the Process Cheers Award Q4 in **Honeywell International India Pvt. Ltd, 2013.**
- Completed the **Six Sigma Fundamental i.e., Six Sigma Yellow Belt in 2014.**
- Winner of the Process Star Award Q1 in **Honeywell International India Pvt. Ltd, 2014.**
- Winner of the Process Applause Award Q2 in **Honeywell International India Pvt. Ltd, 2014.**
- Winner of Spot Award Q3 in **Honeywell International India Pvt. Ltd, 2014.**

Co-curricular Activities

- Participated in International Assessments for Schools {Mathematics} (2001).
- Participated in 3rd National Cyber Olympiad (2004).
- Participated in All India Computer Knowledge Competition {NRIKD} (2005).
- Participated in Inter School Skit Competition (2007).
- Participated in Intra Collegiate Tattoo Making Competition (2010).
- Editor for PULSE (School Magazine) for 3yrs.(2006-2008).
- Head of FACE (E.C.E Dept. Society) for 2011-2012.
- Editor for FACE (E.C.E Dept. Newsletter) for 2yrs. (2010-2012).
- Student Head Coordinator of Entrepreneurship Cell (E-Cell by NEN) in 2011-2012.
- Student Head Representative of Kautilya Institute of Tech. & Engg. In 2011-2012.
- Student Head of the Organizing Team of 'Aagaz' (Sports Fest) in 2012.

Hobbies

Collecting Pens, Cooking Food, Listening to Music and Playing Online Games.

Personal Details

Date of Birth: 04/01/1990

Nationality: Indian

Languages known:

Language	Speak	Read	Write
English	Good	Good	Good
Hindi	Good	Good	Good
Bengali	Good	Good	Good

PAN Card No: ASFPD4583J

Driving License number: WB-012008619022

Father's Name & Designation: Mr. Pravash Chandra Dixit, Teacher.