

RESUME

PAWAN NATH

S/O Sh. KULWANT NATH

#67, Ward No. 1, Rania

Tehsil Rania, Distt. Sirsa (HARYANA) 125076

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CAREER OBJECTIVE:

To build a successful career in the field of education of imparting quality education to the foundations of the nation by utilizing my analytical, problem solving, communication and interpersonal skills.

EDUCATIONAL QUALIFICATION:

- Secondary from HBSE, Bhiwani in 2010 with 60% marks.
- Senior Secondary from HBSE, Bhiwani in 2012 with 53.4% marks.
- B.A. appearing from CDLU, Sirsa.

COMPUTER SKILL:

- Basic knowledge of Computer.
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EXPERIENCE:

Company: Nuvoco Vistas Corporation Limited

Location: Sirsa, Haryana

Designation: Sales Executive

Duration: 1year

Roles & Responsibilities:

- Managed dealer and distributor sales in the Sirsa territory.
- Visited retailers, contractors, builders, and construction sites to generate new business.
- Appointed new dealers and expanded the sales network.
- Achieved monthly and quarterly sales targets.
- Promoted Nuvoco cement products and explained product benefits to customers.
- Coordinated with logistics and dispatch teams for timely delivery of orders.
- Collected outstanding payments and maintained customer account records.
- Conducted market surveys and monitored competitor activities.
- Organized dealer meets, promotional campaigns, and mason engagement programs.

- Prepared daily sales reports, market feedback, and sales forecasts for the Area Sales Manager. These responsibilities align with Nuvoco's sales roles, which emphasize dealer management, market mapping, customer satisfaction, sales reporting, and target achievement.

Company: SEQR TMT Bars Pvt. Ltd.

Location: Sirsa, Haryana

Designation: Sales Executive

Duration: 6MONTHS

Roles & Responsibilities:

- Managed sales of TMT bars through dealers, distributors, and retailers.
- Visited builders, contractors, fabricators, and construction sites to generate new business.
- Developed and maintained strong relationships with dealers and key customers.
- Achieved monthly and quarterly sales targets.
- Explained product specifications and benefits to customers.
- Coordinated with the dispatch and logistics teams for timely delivery of orders.
- Collected payments and maintained customer account records.
- Conducted market surveys and monitored competitor pricing.
- Prepared daily sales reports and submitted market feedback to the Sales Manager.
- Organized dealer meets and promotional activities to increase product sales.

1. Three years experience as Insurance Agent from ICICI Pru Life, Sirsa.
2. One year experience as Salesman from Rajasthan Works Pvt. Ltd., Mauritius.
3. One year experience of POSP Turtlemint Insurance Broking Services Private Limited.
4. 8 Months experience of Home Sales Officer at Jio Air Fiber.

STRENGTHS:

- Self confidence
 - Hardworking
 - Sincerity
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PERSONAL PROFILE:

Name: Pawan Nath

Father's Name: Sh. Kulwant Nath

Date of Birth: 05.09.1995

Marital Status: Married

Nationality: Indian

Language Known: English, Hindi, Punjabi

DECLARATION:

I hereby declare that the above particulars are true and correct to the best of my knowledge & belief.

(PAWAN NATH)