

NITIN MEENA

Address: Madhya Pradesh, India

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PROFESSIONAL SUMMARY

Results-driven MBA (Finance & Marketing) professional with experience in Wonder Cement, ITC Limited, and Real Estate Sales. Skilled in sales, dealer management, customer relationship management (CRM), lead generation, and business development. Certified Suryamitra professional from Sai Proficient Company, Bhopal, with excellent communication, negotiation, and relationship-building skills. Passionate about achieving business targets and delivering customer satisfaction.

CORE COMPETENCIES & STRENGTHS

- **Core Skills:** Sales & Marketing, Dealer Management, Customer Relationship Management (CRM), Lead Generation, Business Development.
- **Key Strengths:** Strong Communication Skills, Target-Oriented, Quick Learner, Team Player, Negotiation & Relationship Building.

WORK EXPERIENCE

WONDER CEMENT

Sales Executive | Duration: 1 Year

- Managed dealer and retailer network effectively to expand business outreach.
- Consistently achieved monthly sales targets through strategic market planning.
- Developed new business opportunities and built strong trade partnerships.
- Conducted comprehensive market surveys and competitor analysis.
- Built and maintained strong long-term customer relationships.

ITC LIMITED

Sales Associate | Duration: 1 Year

- Managed distributor and retailer network ensuring effective distribution channel execution.
- Ensured seamless product availability and timely order execution across outlets.
- Maintained inventory, tracked sales reports, and analyzed market demand.
- Coordinated closely with customers and distributors for operational smoothness.
- Supported sales growth through targeted field marketing activities.

REAL ESTATE SALES

Real Estate Sales Executive | Duration: 1 Year

- Generated potential sales leads through regular field visits and client referrals.
- Assisted clients through property buying and selling procedures.
- Conducted property site visits, presented offerings, and handled negotiations.
- Successfully achieved monthly sales targets and maintained long-term client relationships.

EDUCATION

MBA (Master of Business Administration) - Specialization: Finance & Marketing

- University: Devi Ahilya Vishwavidyalaya (DAVV), Indore

BBA (Bachelor of Business Administration) - Specialization: Finance & Marketing

- University: Devi Ahilya Vishwavidyalaya (DAVV), Indore

Higher Secondary (12th)

- Board: MP Board

High School (10th)

- Board: MP Board

CERTIFICATIONS

- **Suryamitra Certification:** Sai Proficient Company, Bhopal
- **Personality Development Certificate:** Corporate Communication & Professional Skills

PERSONAL DETAILS

- **Name:** Nitin Meena
- **Father's Name:** Rajendra Prasad
- **Date of Birth:** 07 November 1996
- **Address:** Madhya Pradesh, India
- **Nationality:** Indian
- **Languages Known:** Hindi, English

DECLARATION

I hereby declare that the information provided above is true and correct to the best of my knowledge and belief.

Place: Madhya Pradesh

Date: _____

(Nitin Meena)