

CURRICULUM VITAE

Nishant Aggarwal

(Manager - Export Marketing)

P.G Diploma in Export Marketing Management, Kurukshetra University

Certified Program in Export Management – Foreign Trade Development Council, Ludhiana

CAREER OBJECTIVE

I am looking for a career opportunity where I can utilize my management and analyzing skills and be a valuable member of a dynamic organization. Moreover, implement the best of my skills and the experience acquired during the education, training and task handled to make each day a learning session for growing self and the organization.

PROFESSIONAL EXPERIENCE

OVERSEAS TOURS: Nepal, Bangladesh, Poland, Spain, Czech Republic, Slovakia, Dubai, Germany.

CAPITAL BOLTS AND HARDWARES

Currently I am working with CAPITAL BOLTS AND HARDWARES as Manager – Export Marketing from March 2020. 'CAPITAL BOLTS AND HARDWARES', one of leading Manufacturer & exporter of comprehensive range of FASTENERS.

KEY RESPONSIBILITIES

1. To identify new opportunities all over the globe & promoting the company products effectively through mails, phones & overseas tours.
2. Meet the targets of enquiry generation, order intake, Quality check and shipment.
3. Make quotations, offers Pre-shipment and Post-shipment trading accounts
4. Negotiations with customers & suppliers
5. Follow up to customers for advance or balance payments, L/C acceptance
6. New products developments

EASTMAN CAST & FORGE LIMITED

I was working with Eastman Cast & Forge Ltd as Executive – Export marketing from 19th Dec. 2016 to 28th Feb. 2020. 'Eastman Cast & Forge Ltd.', one of leading manufacturer & exporters of comprehensive range of Hand Tools & Power Tools actively shipping numerous containers alone from India, China & Taiwan to more than 51 countries around the globe.

KEY RESPONSIBILITIES

1. To identify new opportunities in Asia & African countries & promoting the company products effectively through mails, phones & overseas tours.
2. Forecast sales demand & to source customer products
3. Meet the targets of enquiry generation, order intake, Quality check and shipment.

4. Give services to customers on time
5. Make quotations, offers. Pre-shipment and Post-shipment trading accounts
6. Negotiations with customers & suppliers
7. Follow up to customers for advance or balance payments, L/C acceptance
8. New products developments

RAMAN (GHAI) INDUSTRIES.

I was working with Raman (Ghai) Industries, as Executive – Export marketing from January 2015 to Dec. 2016. ‘Raman (Ghai) Industries.’ Is a Multi-Product Merchandiser. Their main products are Scaffolding, Hand Tools, Bicycle & Bicycle parts, Automobile Tyres.

KEY RESPONSIBILITIES

1. To identify new opportunities in the Middle East & African countries & promoting the company products effectively through mails, phones & overseas tours.
2. Forecast sales demand & to source customer products
3. Meet the targets of enquiry generation, order intake, shipment, selling & purchasing
4. Give services to customers on time
5. Make quotations, offers. Pre-shipment and Post-shipment trading accounts
6. Negotiations with customers & suppliers
7. Follow up to customers for advance or balance payments, L/C acceptance
8. New products developments

MODERN INSECTICIDES LIMITED.

I was working with Modern Insecticides Limited as Assistant - Export & Import Documentation from June 2011 to December 2014. MODERN INSECTICIDES LTD." is a manufacturer & exporter of pesticides like lambda, cypermethrin, acephate, etc since 1988 here in India. Presently exporting near about 20 Countries around the globe like Iran, Marocco, Saudi Arabia, Nigeria, Oman, Pakistan, Bangladesh, Ghana etc.

KEY RESPONSIBILITIES

- Data management (Maintain Lot files, supplier detail, vendor accounts, inspection reports, payment detail, accounts of suppliers and so on...)
- Handle all third country enquiries, take prices from supplier, comparison of prices and sent to Export Department
- Making Export Pre & Post Shipment Documents.
- LC details, TT detail, Supplier data
- Manages supplier relationships as it relates to administrative and operational activities and issues.
- Manages all aspects of the development, negotiation, and execution of contracts with suppliers
- Identifies and understands the business’s requirements and leads a strategic sourcing process of selecting the vendors that can best meet those requirements at the highest value.
- Reviews and interprets vendor contracts for accuracy and completeness.

EXTRA - CURRICULAR ACTIVITIES

- ✓ Participated in Quiz Competition in Cyanide in 2008
- ✓ Participated in a marathon held in the memory of great martyr Bhagat Singh
- ✓ Got 3rd Prize in APTECH-2009 held in college

PROFESSIONAL QUALIFICATIONS.

2011-2012 - Post Graduate Diploma in Export Marketing Management (P.G.D.E.M.M) from Kurukshetra University, Kurukshetra
2010- 2011 - Export Diploma from F.T.D.C., Ludhiana
2007-2010 - B.Com from Panjab University, Chandigarh.

ACADEMIC QUALIFICATIONS.

2007 C.B.S.E. (12th) from U.S.P.C Jain Public School, Ludhiana
2005 C.B.S.E. (10th) from U.S.P.C Jain Public School, Ludhiana

COMPUTER PROFICIENCY.

Well versed in Windows-98, XP & MS-DOS. Proficiency in entire MS-Office Suit. Sound Knowledge of Internet and various promotional tools.

PERSONAL DETAILS

- ✓ Father's Name - Sh. Vijay Aggarwal
- ✓ Mother's Name - Smt. Rajni Aggarwal
- ✓ D.O.B. - 03-01-1989
- ✓ Marital Status - Married
- ✓ Address - #3398 Sector 32-A Chd. Road Ludhiana.
- ✓ Contact No. - +91-9646424249
- ✓ Email-Id - nishantaggarwal9@gmail.com
- ✓ Languages Known - English, Hindi, Punjabi

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

(Nishant Aggarwal)