

VARSHA DHIMAN

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Seeking assignments in Business Development with an organization of high reputation.

PROFESSIONAL SUMMARY

- A dynamic professional with nearly 16 years of rich cross-functional experience in R&D and Instrumentation Sales Associated with **AIMIL Ltd. , New Delhi as ASSISTANT BUSINESS MANAGER.** Customer Interaction, Providing solutions, Negotiation and achieving sales targets, Service support.
- Experience in Business Development and Sales/Service Coordination.
- Submission of Online & Offline Tenders, Quote / Offer preparation.
- Looking requisite of various equipment/s and services from vendors for various projects.
- Organizing, interpreting and communicating market information to facilitate the decision-making process of the top management. A keen communicator with excellent relationship management skills.

Competency Matrix

Strategic Planning
Quality Assurance / Standards
CRM Update
Team Management
Facility Development

Process Improvements
Cost Cutting
Customer Service Oriented
Vendor & Client Relationship
Market Identification

Experience Chronology

In AIMIL LTD. NEW DELHI as Assistant Manager-Sales

Key Accountabilities:

- **Recently involved in sales and business development of various Instruments.**
- **Providing solutions to customers as per prerequisite of customer.**
- **Also working as Sales and Service Co-coordinator .**
- Handling the complete process of acquiring sales order.
- Conducting **Technical Presentations** to provide feasible solution to customers.
- Comprehending and foreseeing customer application-needs (quantity and quality of material).
- Maintaining data accuracy.
- Managing order booking and on-time execution.
- Executing the purchase of required equipments and services from vendors for large scale projects.
- Updating data using CRM (customer relationship management).
- Drafting and preparing report / presentation of order executions and further projection.
- Ensuring outstanding collection timely.

NOV'97-APR'03 WITH NATIONAL AEROSPACE LABORATORIES, BANGALORE AS TECHNICIAN

Key Accountabilities:

- Ensuring Hardware & Software development, Testing & Analysis.
- Responsible for Hardware and Software development experience for life extension testing (Fatigue & Fracture Testing), Material strength analysis of Combat Aircraft like MIG-21 and LCA Aircrafts.
- Performing Seismic Qualification Test (Earth Quake Simulation Project) for Electrical equipments viz. Railway Coach AC units, transformers, uninterrupted power supply, distribution board panel, etc.
- Functioning as the Single Channel Controller for Instron Machine (Universal Testing Machine).
- Testing Controller, Calibration of Load cells, LVDTs and conducting the test.

Academia

- 1st class Diploma in Electronics & Communication from K L Polytechnic Roorkee, Board of Technical Education in 1995.
- One year Diploma Course in Computer Networking from Jetking in 2003-04.

Personal Dossier

Date of Birth : 12th November 1975

Permanent Address: 162/2 ,Railway Road Ganeshpur Roorkee-247667 (Uttaranchal).

Present Residence : New Delhi

Passport No- G9543183