

RAZMAN PM

SALES & MARKETING

PROFESSIONAL SUMMARY

Sales & Marketing professional with experience across automotive, recruitment, and financial services. Proven ability in client acquisition, relationship management, process coordination, and revenue support. Adept at managing end-to-end sales cycles, cross-functional coordination, and market analysis to drive business growth.

EXPERIENCE

Katalyst automotive

2018 - 2022

Engineering Consultant in

- Managed end-to-end procurement of raw materials, coordinating with multiple vendors to ensure cost efficiency and timely delivery
- Acted as a key liaison between clients, vendors, and internal teams to ensure smooth execution of projects
- Oversaw installation and commissioning of products at client locations
- Supported sales operations by preparing quotations, negotiating pricing, and closing client requirements

Fliptech innovation

2022 - 2023

Advertising Agency

- Managed full recruitment lifecycle including sourcing, screening, interviewing, and onboarding candidates
- Coordinated with freelance recruiters and external agencies to meet hiring targets
- Maintained a steady talent pipeline for multiple open positions across domains
- Worked closely with the Employer Branding Manager to strengthen brand visibility and hiring campaigns

Policy bazaar

2023-2025

Investment & insurance

- Managed client portfolios across insurance and investment products
- Advised clients on suitable financial products based on risk profiling and long-term goals
- Built and maintained strong client relationships to ensure repeat business and referrals
- Conducted market analysis to identify suitable investment opportunities
- Ensured compliance with regulatory and company policies
- Handled policy renewals, documentation, and post-sales service

EDUCATION

SHREE SHARADA HIGH SCHOOL

SSLC -2012

ADARSHA PU COLLEGE

Second puc - 2014



I am a Razman of all traits and a Master of Some. In my diverse experience of working with multiple people in different companies, I have played almost All roles that a business needs to run - numerically and strategically speaking. I have always been a man of Numbers. Hence, the Finance Industry is where I have always seen myself. To Test my Potential and harness my skills, I have tested the waters by working in different industries.

As I hoped, It has helped me up-skill tremendously and understand the crux of entrepreneurship, Finance & Business Development.

At Present, I am enthusiastically looking forward to work with a company that can Benefit from my Skills.

- Strong communication skills
- Team player
- Strong analytical skills
- Convincing ability
- Willingness to learn
- Strong interpersonal skill

LANGUAGE

- English
- Kannada
- Hindi
- Malayalam
- Tamil

PH - 77592269

pmrazman5@gmail.com