

## CURRICULUM VITAE

### Roshan V hatkar

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#### PROFFESIONAL SNAPSHOT

- ☐ An aspiring Sales professional with nearly 10 yrs experience in Sales Management
- ☐ Exposure with Major Telecom companies Vodafone Channel Development, Retailer and corporate Management and other Sales related activities till date .
- ☐ Deft at maintaining cordial relationship with customers, ensuring quality and service norms to achieve customer satisfaction and business retention.

#### Organization: - IDEA Cellular

Duration: JAN 2013 TO JUN 2015

Position : direct sales team

Area : Nishik Jalgaon and Bhusawal

#### KEY RESPONSIBILITIES

- ☐ Handling Overall Activations for the Area JALGAON
- ☐ Handling 1 City for the said territory.
- ☐ Handling Market Wise Monitoring of Activations for Territory , Primary & Secondary
- ☐ Enhancing for Business increase in the said territory. High Focus on Resolution of Complaints, resolution coordination with ISP & ASE for customer resolution
- ☐ Ensuring Long duration offers are being sold by retailers for greater revenue generation
- ☐ Appointment of New DST of JALGAON for Increase in Business Generation
- ☐ Executing customer retention, engagement and loyalty plan.
- ☐ Conversion of customers to High ARPU.
- ☐ Reductions in customer churn level.
- ☐ Increase recharge/revenue.
- ☐ Promoter placement through DST for Activations.

**Organization Name: Vodafone**

Duration : AUG 2015 to AUG 2017

Position : Sales Executive

Area : Jalgaon Nashik And Bhusawal city

**KEY RESPONSIBILITIES**

- ☐ Accountable for Distributor **market share** responsible for primary and secondary sales.  
Handling **Retail and Key Accounts** sales.
- ☐ Distribution Channel Sales Management, Sales Team Management, Gate Meeting.
- ☐ Appointment of new DSA and DST setting up of channel.
- ☐ Sales Administration and Conflict management.
- ☐ Recruitment, training and development of dst for dsa channel performance.
- ☐ Identification, appointment and DSA and DST
- ☐ Servicing a wide network of retailers through Proper route.
- ☐ Identifying and developing non-conventional sales outlets.
- ☐ Planning, organizing, development and implementation of sales plans defining distribution and promotional strategies.
- ☐ Coordination with marketing team for promotions, sponsorships & event management activity by strategic placements of merchandising like hoarding, glow signs, sales promos.

☐ **Organization Name TVS SHRI CHAKARA LTD**

☐ **Worked in TVS SHRI CHAKARA LTD.(TVS TYRES)**

- Designation- Area Sales Executive
- Duration - SAP. 2017 to JAN 2019.

**KEY RESPONSIBILITIES**

- ☐ Accountable for Distributor **market share** responsible for primary and secondary sales.  
Handling **Retail and Key Accounts** sales.
- ☐ **Distribution Channel Sales Management**, Sales Team Management, Gate Meeting.

- ☐ Sales Administration and Conflict management.
- ☐ Identifying and developing non-conventional sales outlets.
- ☐ Planning, organizing, development and implementation of sales plans defining distribution and promotional strategies.
- ☐ Coordination with marketing team for promotions, sponsorships & event management activity by strategic placements of merchandising like hoarding, glow signs, sales promos.
- ☐ **Current Organization Name RALSON INDIA LTD**
- ☐ **Worked in RALSON INDIA LTD (RALCO TYERES)**
  - Designation- Area Sales Executive
  - Duration - FEB. 2019 to Still Date.

#### KEY RESPONSIBILITIES

- ☐ Accountable for Distributor market share & responsible for primary and secondary sales.  
Handling **Retail and Key Accounts** sales.
- ☐ **Distribution Channel Sales Management,** Sales Team Management, Gate Meeting.
- ☐ Sales Administration and Conflict management.
- ☐ Identifying and developing non-conventional sales outlets.
- ☐ Planning, organizing, development and implementation of sales plans defining distribution and promotional strategies.
- ☐ Coordination with marketing team for promotions, sponsorships & event management activity by strategic placements of merchandising like hoarding, glow signs, sales promos.

#### Educational Qualifications

- ☐ BA
- ☐ HSC      Maharashtra State Education Board (Nashik) (2007)
- ☐ SSC      Maharashtra State Education Board (jalgaon) (2009)

#### IT SKILLS

☐ Application Software : MS-CIT

#### PERSONAL DETAILS

☐ Date of Birth : 27 - 06- 1991

☐ MARTIAL STATUS : MARRIED

☐ Address : Word No 6 At Post Sakegaon Tal Bhusawl Dist Jalgaon

### Declaration

I hereby declare that the given particulars are true the best of my knowledge and belief.

Date :     /     /

**Your's faithfully,**

Place : JALGAON.

**(Roshan V Hatkar)**