

Abhay Tiwari

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SUMMARY

I am a dedicated management professional having knowledge of the sales cycle process, negotiating deals with clients, increasing client bases through cold-calling and leading teams in the sales process. I have worked in central India region for above 20 years, having a network of trustful clients built over the years of work.

WORK EXPERIENCE

Area Sales Manager- Agarwal Rubber Limited, Hyderabad

[Jan '2008- Present]

- Worked in region Madhya Pradesh, Chhattisgarh
- Built lasting relationships with clients through outstanding customer service interactions.
- Led the startup of a sales region while managing 6 individual
- Expanded market share by 100% by increasing sales to retailers and distributor
- Visited customer locations to determine needs, set up contracts and provide training
- Set up contracts, negotiated rates and hammered out service terms
- Delivered a high level of service to clients to both maintain and extend the relationships for future business opportunities

Deputy Manager- Falcon Tyres Limited (Dunlop India Ltd.), Mysuru

[Jan '2006 to Jan '2008]

- Created reports, analyzed and interpreted data, including expenses, competition information, and revenues
- Monitored sales team performance, analyzed sales data and reported information to area managers
- Set and achieved sales targets for the Madhya Pradesh, Chhattisgarh region
- Provided impactful sales training and motivated sales team members to drive revenue growth

Sales Manager- Monotona Tyres Limited, Mumbai

[Jan '2001 to Jan '2006]

- Managed sales and services in entire Madhya Pradesh
- Developed the region-wise distributor network
- Enhanced the sales through effective communication

Depot Manager- Betul Tyres and Tube Industry Limited, Betul

[Jan '1995 to Jan '2001]

- Managed sales and service in western Madhya Pradesh

SKILLS

- | | |
|---|---|
| <input type="checkbox"/> Sales team supervision | <input type="checkbox"/> Developing local contracts |
| <input type="checkbox"/> Relationship building | <input type="checkbox"/> Sales reporting |
| <input type="checkbox"/> Territory management | <input type="checkbox"/> Forecasting abilities |
| <input type="checkbox"/> Sales analysis | <input type="checkbox"/> Sales expertise |
| <input type="checkbox"/> Strategic planning | |

EDUCATION

LLB

[Jun '1990 to Jun '1992]

Dr Harisingh Gaur University, Sagar , Madhya Pradesh

B.COM.

[Jun '1987 to Jun '1989]

Dr Harisingh Gaur University, Sagar , Madhya Pradesh

DECLARATION

I hereby declare that all the above information is true to the best of my knowledge

Abhay Tiwari