**ARUN MISHRA**

636/10 P SANTPURAM INDIRA NAGAR LUCKNOW

MOBI-- NO: 08178565543

E-MAIL: arunmishra1983\_mishra@rediffmail.com

**14 YEAR In tyre industry**

* Organization: HARTEX RUBBER PVT. LTD.
* Designation : A.S.M (sales & service)
* Duration : From 6 FEB 2023 TO CURRENT
* Area : LUCKNOW DEPOT U.P

 C.tc : 7.00 p.anm

* Organization: VK Tyre India Ltd.
* Designation : A.S.M (sales & service)
* Duration : From 1 June 2017 to TILL 2022
* Area : Varanasi & Allahabad U.P

 C.tc : 4.00 p.anm

* Organization: Ralson India Ltd.
* Designation : A.B.M (sales & service)
* Duration : From 1 June 2016 to May 2017
* Area : Allahabad U.P
* C.t.c : 3.50 p.anm
* Organization: Alicon Rubber & Petroleum Chemical pvt. ltd.
* Designation : Area Sales Manager (sales & service)
* Duration : From 1 April 2015 Till May 31 2016
* Area : Lucknow Depot
* C.t.c : 3.60 p.anm
* Organization: Birla Tyre Ltd.
* Designation : Team Member (sales & service)
* Duration : From 01 Dec. 2013 till oct 2014
* Area : Ludhiana Depot (Punjab)
* C.t.c : 4.00 p.anm
* Organization: Birla Tyre Ltd.
* Designation : Account Manager (sales & service)
* Duration : From 12 Feb. 2012 till 30 nov 2013
* Area : Varanasi Depot (U.P)
* C.t.c : 3.60 p.anm
* Organization: Falcon Tyre Ltd.
* Designation : Sales officer (sales & service)
* Duration : From 1 Feb 2008 to 12 FEB. 2012
* AREA : LUCKNOW, GORAKHPUR, VARANASI (U.P)
* C.t.c : 2.40 lac p.anm

**Responsibilities** in Tyre Sector

* To meet/exceed established sales goals and objectives by developing effective sales incentives. Gave final approval on all sales, trade-ins, and financing and credit arrangements. Monitored and reported sales volume, financial and business transactions. [Generated sales of 5000 to 6000 two and three wheeler tyre Thousand per month in Falcon Tyre ltd.]
* Meet with dealers, end-users, and the sales force to define new product requirements and work with product development to document these requirements in product specifications.
* Analyze competitive product offerings in terms of features and benefits as well as price points
* Exhibit products at trade shows and attend trade shows to review competitors’ products
* At this level my effort will be to understand the nature of my work. Moreover, I will have to observe the market conditions and decide how to cope up with the teammates. Consequently, it will become easy for me to work in such a scenario.
* My goal is to become a A.M where I can use my qualities. I will try to make the Distributor convinced about whatever product I sell to them. I will always try to provide the best to my customer and make them satisfied.

**Results**

* Increased territory sales 8000 thousand within two years, exceeding quota by 30% in 2011 and 20% in 2010.in falcon tyres ltd in Gorakhpur
* Ranked as #1Asst. sales manager (out of 4) in 2011 in falcon tyres in Varanasi
* Optimize sales results despite previously dominant competitor advantage.
* Introduced new pattern of tyre product by the company into the market, often closing sight-unseen sales of newly released products
* Demonstrated an unwavering commitment to customer service, adding new dealer or distributor while maintaining premium service levels with existing accounts
* Increased territory sales from More than 10000 thousand within one years, as Birla tyre launched new segment of two and three wheeler tyre in tyre industry at joining of Birla tyre in Varanasi Feb. 2012
* When I was joining the Birla tyre m/c division in Varanasi there was same territory for me so to convert maximum dealer or distributor from falcon tyres to Birla tyre and given good result against setup the target. When I was transferred from Varanasi to Ludhiana I had set the 5000 tyres figure for Birla tyre Varanasi Depot
* Ludhiana Depot I am seeing the malout area in Ludhiana Punjab from 1 Jan 2014.To 31 Oct 2014
* To make good network in malout area and increased 40% to 50% sale against last year average Till Retrenchment in Birla Tyre Ltd.
* In **Ralson India Ltd** . When I was Join In Allahabad There Was Sold 500 Hundred Tyre And 3000 Tube

But I have Give To Growth To Company 2800 Tyre and 6000 Tube in One Year With financially discipline and Managing Team and Market Both

**Education**

* University of V.B.S PURVANCHAL University JAUNPUR U.P

 Bachelor of Commerce
 **Computer Skills**

Word, Excel, Power Point, SAP R/3 4.7

**Personal Detail**

* Father's Name : Sri Ram Chet Mishra
* Mother' s Name : Smt Phool Kumari Mishra
* D.O.B. : 31/10/1983
* Marital Status : Married
* Nationality : Indian
* Gender : Male
* Language known : Hindi, English

ARUN MISHRA