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| **CAREER OBJECTIVE:** A Challenging growth Oriented Position, where my skills can be effectively utilized and improve eventually leading to contribution in the growth oforganization. |

**SNAPSHOT**

* Total 7 year 7months of Experience in Channel Sales and Distribution Network.
* Academically proficient with MBA in Marketing.
* Effectively dealing with Distributors & Dealers for their sales and organizing customer activity and meets along with BTL activity.

**CAREER SCAN**

**BKT TYRE ( Under distributor) (ES INFRASERVE PVT LTD) ( june2019 to till date )**

**Braza Tyres Pvt Limited (August 2018 - May 2019)**

**Territory Manager - (M.P)**

**Job Description:** -

* Working as Territory Manager at Madhya Pradesh
* To ensure Policy and Trade offer explained to Distributors and dealers.
* To ensure achievement of monthly as well as quarterly target.
* To ensure Distributor/ Dealers should qualify the slabs/ target given by the company.
* To prepare monthly/ weekly plans and review it everyday with achievement.
* To conduct BTL activity like roadshow, mechanic meet.
* To explain Warranty policy of different categories.

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| **AWARDS & ACHIEVEMENTS** | |
|  | * Appointed in a new territory and opened 12 Dealers and 1 Distributor within a short span of 9 months |
|  | * Took sales turnover from 0 to 7 lac per month |

**Michelin India Pvt Ltd ( Off Role) (January 2016 – July 2018)**

**Sales Service Executive - (Gwalior)**

**Job Description:** -

* Working as service provider to commercial fleet customers in Gwalior
* Handled over 40 transporters by following up for sales and fitment
* To perform activity and customer meet
* To track tyres performance against competitor and report it to the concerned person
* To boost the confidence of dealer by direct fitment of tyres to transporters

**Goodyear India Ltd (Off Role) (Nov 2013 – Jan 2016)**

**Sales Executive - (Gwalior)**

**Job Description:** -

* Work under distributor to ensure secondary sales of farm tyres in Gwalior
* To ensure policy and trade offer is floated timely and explained it to every dealer.
* To ensure monthly target is achieved along with collections
* To perform customer meeting, mandi campaign, mechanic meets
* To open new dealer in ghost and shadow town

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| ACADEMICS | | | | | |
| **QUALIFICATION** | **INSTITUTION** | **BOARD/UNIVERSITY** | | **%age/Grade** | **YEAR** |
| MBA | Vidhyarthi Institute | SIKKIM Manipal University | C Grade | | 2017 |
| B.com | Dr Bhagwat Sahai govt college | Jiwaji University | 61% | | 2011 |
| Intermediate | Carriers convent H.S School | M.P Board Bhopal | 55% | | 2008 |
| High School | Carriers Convent H.S School | M.P Board Bhopal | 54% | | 2006 |

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| **SKILL SET** | |
| **Soft Skill** | **Personal** |
|  | Adaptive, Punctual |
| MS Office, MS excel | Leadership, Team Player |

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| **INDUSTRIAL VISITS/WORKSHOPS** | |
|  | **1**. Braza tyres Pvt Limited, Himachal Pradesh |

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| **AREA OF INTEREST** | |
|  | 1. Sales & Marketing 2. Research 3. Analytics |

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| **PERSONAL DETAILS** | |
| **DOB** | * 06 Dec 1991 |
| **Mother’s Name** | * Vimala Goswami |
| **Father’s Name** | * Late. Durga puri Goswami |
| **Permanent Address** | * Near New Grasim Vihar Colony, Hazira, Gwalior |
| **Current Address** | * Near New Grasim Vihar Colony, Hazira, Gwalior |

**Declaration: I hereby declare that the above information is true to the best of my knowledge and belief.**

**ASHISH GOSWAMI**