

**Jasawant Ramdev Mishra** – Male | 33 Years |

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| jasawantbhai@gmail.com |

**Permanent Address:** - Mercury india Plot No.13, MIDC Area, Chikalthana, Aurangabad. (MH)431001

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**Current company** : - Smollan India Pvt. Ltd (Castrol Lubricant)

**Current Designation** : - Team Leader.

**Current Location** : - Aurangabad.

**Preferred Location** : - Maharashtra.

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#### **SALES MANAGEMENT PROFILE**

**Channel sales | FMCG Retail | B2C | Business Development Industry**

Offering cross functional experience in the areas of **Channel Sales, B2C, B2B & Marketing, Business Development, Buying & Merchandising Supply chain Management Consumer trade Development Precision Automobiles, B2C, B2B, Retail Networking with Super Distributors & Distributors (Sub-Distributors)** leading to consistently growing Business.

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#### **CAREER SNAPSHOT**

A Dedicated and resourceful professional, **Seeking TL (Team Leader) ASE or ASM Level** assignments ready to relocate in the domain of **Automobile Lubricant, Non Food Business, General Trade**, FMCG-FMCD, B2B, B2C Retail, Service, Supply chain Management with an organization of high repute.

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#### **Soft Skill**

Analytical Skills | Data Analysis Understanding | Legal compliances | Communication Skills | Problem Solving abilities | Decision making capabilities | Managerial Skills | Interpersonal Skills | Organizational Skills | Presentation Skills | New Project Management | Presentation in meetings in regard new Businesses initiatives | MIS |

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## CAREER CONTOUR

Organization	Role	Designation	Tenure
<b>Automobiles Lubricant</b>			
<b>Smollan India pvt.ltd (CASTROL)</b>	<b>GT</b>	<b>Team Leader</b>	<b>Aug.2022-Till Date</b>

### Key Responsibility

- Handling **2 Super Distributors** covering **08 CSD(Castrol Sub-Distributors)** along with a team of **2 Sales Executive + 8 Distributors Sales Representatives** Covering **480 Outlets** for Automobiles & **JIOBP** Petrol pump **Turnover 26K.L** Monthly, Responsible for **Primary, Secondary** & Inventory in Assign Distributors Engaged in General Trade Business Covering Aurangabad, Jalna, Beed.
- Drive **numeric Distribution** & expand **new outlets** & wholesalers.
- Execute high-class visibility as per defined norms across Automobile retails outlets & Wholesalers.
- To coordinate commercial activities, ensure timely collections; **restrict cheque bouncing** and timely claim submission.
- Submit **claims** on time to time basis faster clearance, Focus on Super Distributors Stock, FIFO Policy supply, and POP Materials Quantity, Sales Planning and forecasting, Co-ordinate with supply chain team for better services.
- Managing Distributors **Return on Investment (ROI)** by rationalizing investments, budgetary control and driving efficiency of costs leading to consistently growing business.

Organization	Role	Designation	Tenure
<b>Bakery (Galdhar foods) Monginis</b>	<b>GT</b>	<b>ASM</b>	<b>JAN 2021-JUL 2022</b>

- Handling Direct **Distributors** along with a team of **8 SR (Sales Representatives) +Sales Professionals** handling **General Trade** Channel Sales network, Area Covered **Aurangabad, Jalna, Beed & Ahmadnagar-MH.**

### Key Responsibility

- Responsible for Primary, Secondary & Inventory Coverage & Distribution Target in the Assign Territory.
- Maintain the inventory at Distributor point – Closing stock as per norms at Month End.
- On Job Training to SR Specially to New Product Developments NDP, Motivating SR so to earn healthy incentive, Weekly Review each and every Salesman.
- Target Achievement for all categories and maintaining SR Daily, weekly, and monthly report and daily tracking for the distribution drives.
- Planning for Implementing Schemes & Launching New Product well.
- Ensure product placements in general stores, Bakery store and Wholesale Market.
- Responsible micro level planning on enhancing various distribution aspects of the business i.e. coverage, availability, productivity.
- Seek for maximum SKU/Total calls (TC)/Productivity Calls (PC)/New Call (NC) in New Brands.
- Submit claims Damage & Expiry on time to time basis for faster clearance.
- Understanding new opportunity in the market & seek the new outlets for business.
- Reporting to ZSM.
- Maximize to utilizations of POP Materials to maintain the brand visibility.
- Reporting To Zonal Sales Manager.

Organization	Role	Designation	Tenure
Confectionery (Enerlife India Pvt.Ltd)	GT	ASE	Sept 2019-Dec 2021

Handling the Team of Stockiest & 13 **Distributors and team of 4 TSI + Sales Professionals** handling General Trade Covering **Aurangabad, Beed, Jalna.**

#### Key Responsibility

- Taking care of **GT & MT**
- Tracking Primary & Generating Secondary from Distributors & Sales Team.
- Planning for Implementing Schemes & Launching New Product well.
- Focus on Distributors Stock, FIFO Policy Supply, And POP Materials Quantity.
- Submit Claims on time to time basis for faster clearance.
- Regularly Analysis competitor's data for Better Market Penetration.
- Seek for maximum SKU/TC/PC/NC/New call in New Brands ETC.
- Covering Retail Outlets, General Stores, Hotels & Wholesales.
- Brand Visibility (Banners, Posters, and Boards In shop Activity on Regular Basis.

Organization	Role	Designation	Tenure
(FOOD)Patanjali pvt.ltd	GT	Jr.SO	JAN 2016-JUL 2019

Covering Retail **Outlets Aurangabad.**

#### Key Responsibility

- Coverage of Retail Outlets & Medical Stores.
- Monitoring Secondary Sales & Primary Targets.
- Displays, Merchandising and Increasing Eye-Level Visibilities in the markets.
- Successful Launch of New Concept and Product in the markets.
- Roll out of Initiatives and Schemes in the markets.
- Setting up Goals i.e., Rout wise, Day wise, Week wise and Month wise.
- Reporting to Area Manager.

Organization	Role	Designation	Tenure
Confectionery (Inbisco India Pvt.Ltd)	GT	SO	Aug- 2014-Nov 2015

**Aurangabad**

#### Key Responsibility

Responsible for **Primary, Secondary** & Inventory in Assign Super Stockiest Engaged in General Trade Business Covering Aurangabad, Jalna.

- Reporting to ASE

## NOTEWORTHY ACCOMPLISHMENTS

I Best Jr.SO Award for 105% Secondary Target Achievements in Patanjali

## SCHOLASTICS

Qualification	Name of the University	Year of Passing	Percentage
B.Sc. (Hons)	University of Chhapra (Bihar)	2013	74%
H.S.C	Daroga Prasad rai Intermediate College, Siwan, Bihar	2010	77%
S.S.C	P.Vasantdada patil high school, Aurangabad.MH.	2006	67%

## IT-SKILLS

MS-office, E- mail, CCC, Distinction

## PERSONAL PROFILE

Fathers Name	Mr. Ramdev Mishra
Date of Birth	30-May-1991
Marital Status	Married
Languages Known	Hindi, Marathi, Bhojpuri & English
Nationality	Indian

**SALARY INFORMATION** Take Home-“Rs.35K-40K”. Current Salary: Rs.30K

**Declaration:** I certify that the information furnished above is factually correct to the best of my Knowledge.

Place:

Date:

(JASAWANT MISHRA)