

## RESUME

### SUMIT PAREEK

A.M (AREA MANAGER)



 A-26 Ajay Nagar, Niwaru Road,  
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#### PROFESSIONAL SUMMARY

Dynamic Sales Manager with 6 years of experience in providing a high level of customer service while increasing revenues. Adept in leveraging sales technologies, analyze and act upon leads. Personable communicator focused on exceeding client expectations.

#### SKILLS

- Territory management
- Branch/local office management
- Good analytical and problem solving skills.
- Business development and planning
- Product promotions, Inventory management, Order management

#### WORK EXPERIENCE

6 YEARS

##### ❖ A.M (AREA MANAGER)

**METRO TYRES (RAJASTHAN) 06/2022 to PRESENTLY**

**METRO TYRES (BIHAR & JHARKHAND) 10/2021 TO 06/2022**

- Team Handling along with branch operations
- Establishing, maintaining and expanding customer base.
- Servicing the needs of existing customers.
- Increasing business opportunities through various routes to market.
- Setting sales targets for myself and team.

##### ❖ 05/2019 to 10/2021: Assistant Branch Manager

**METRO TYRES LIMITED-JAIPUR (RAJASTHAN)**

- Team Handling along with branch operations
- Used effective data analysis and sales strategies to increase profitability and develop a system or organization for projects.

##### ❖ 08/2018 to 05/2019: Sales Executive

**METRO TYRES LIMITED- JAIPUR (RAJASTHAN)**

- Expanded market share by executing effective sales strategies while detailing market condition analysis for strategic planning.
- Planned, organized and executed sales strategies and territory plans.

❖ 01/2017 to 07/2018: **SALES OFFICER**

**METRO TYRES LIMITED- JAIPUR (RAJASTHAN)**

- Monitored trends in customer behaviors and buying habits, market conditions and competitor actions to adjust sales goals and operational processes.
- Boosted sales numbers with proactive account servicing and diligent relationship building.

❖ 09/2016 to 01/2017: **MANAGEMENT TRAINEE**

**METRO TYRES LIMITED – NOIDA, (U.P)**

- Assisted established management staff with operational oversight, business development and process improvement strategies.

## EDUCATION

**2020** **MBA:** business & Marketing (Distance Education)

**Jaipur National University** - Jaipur, Rajasthan

**2018** **Master of Arts:** Political Science

**University Of Rajasthan** - Jaipur, Rajasthan

**2016** **Bachelor Of Arts:** Political Science And Government

**University of Rajasthan** - Jaipur, Rajasthan

**2012** **12th**

**Board of Secondary Education Rajasthan** – Jaipur Rajasthan

## Trainings Undertaken

- Four Months in-house training from Metro tyres limited @ Corporate office Noida in the marketing department on “**Marketing strategy**” of the company. This includes the study of competitors marketing strategy also.

## Personal Details

Date of birth: 08-08-1994

Father’s name: Mr. Satyanaryan Pareek

Maratial Status: Married

Nationalty : Indian

## LANGUAGES

HINDI ●●●●● ENGLISH ●●●●● LOCAL/REGIONAL ●●●●●

## Self Declaration:

all the information is provided above by me is correct and truth in my knowledge.

Signature

(SUMIT PAREEK)