**RESUME**

**SUMIT PAREEK**

A-26 Ajay Nagar, Niwaru Road,

Jhotwara, Jaipur Rajasthan 302012

+91-7737487747 spareek814@gmail.com

**PROFESSIONAL SUMMRY**

Dynamic Sales Manager with 3.2 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
* Good analytical and problem solving skills.
* Business development and planning
* Product promotions, Inventory management, Order management

**WORK EXPERIENCE 3 YEARS 2 MONTHS**

* 06/2019 to Current : **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**

**2019 Pursuing 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:** Political Science

**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)