

RESUME

Mahesh M. Dixit

Latur -

413512.

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Career Objective

To become a part of leading organization where I can work with committed & dedicated people, which help me to explore myself towards perfection.

Total Working Experience: Twelve years

Currently Working: Ralson ind.ltd. As a sales officer (31 Dec 21 to Till date).

Job Profile: - (Handling On & Off trade).

- ✓ Distributor handling, primary and secondary drive.
- ✓ Planning party wise scheme, and control the CPC budget.
- ✓ Disburse the target among the DSM, and drive the secondary volume.
- ✓ Outlet Visiting, and check out the stock position.
- ✓ Taking order of existing brands & given instruction to the sales team.
- ✓ Wholesale planning, and develop the scheme accordingly.
- ✓ **Deler handling**
- ✓ Track other company Activities/Planning/Schemes, and report to the management.
- ✓ Merchandising, planogramming.

Previous Company: Tvs Eurogrip. TSE (5 may 21 to 30 Dec 21)

Job Profile: - (Handling On & Off trade).

- ✓ Outlet visiting and maintaining relation with retailers.
- ✓ Check out stock level, and convince them for keeping maximum stock level.
- ✓ Taking order from the retailers and process it to distributor team.
- ✓ Van selling & developing the schemes for wholesaler.
- ✓ Party wise Planning, schemes, and drive the secondary with the DSM.
- ✓ Online report submitting, taking audit from the Outlet.
- ✓ Track other company Activities/Planning/Schemes.

Previous Company: Goodyear indind ltd.Dse (1March 2016 to 30 April 21)

Job Profile: -

- ✓ Handling Deler & his Coustmer
- ✓ Tractor owner visit
- ✓ Understanding the client's requirement.
- ✓ van camping in villege
- ✓ Coustmer problem solve
- ✓ Fitter & mekanik visit
- ✓ General Planning regarding reports,
- ✓ Taking follow-up for shipment closure & payments, outstanding.

Previous Company: Idea. Executive. (2013 to2016)

Job Profile: -

- ✓ visit daily 30 counter
- ✓ Sim card promotion
- ✓ secondary
- ✓ Online report submitting.
- ✓ Track other company activities/planning/schemes and report to the TL.

Previous Company: **kapil Food's Latur.** As **Sales Officer.** (2011-12)
(Distributors handling, Retail & Channel Sales.)

Job Profile: - To Handel Latur District and Taluka place's, villege

- ✓ Handling one van sales daily foods item
- ✓ Sales & New Business development.
- ✓ Taking follow up for payments.

Technical Qualification

Operating system : Windows-7, 10, XP/98. C.C.C.O. With MS-Office. MS-CIT.

EDUCATIONAL QUALIFICATION

B.A.	S.M. Murud, SRTMU, Nanded.	59%
H.S.C.	Latur Board.	57%
S.S.C.	Latur Board.	54%

Date of Birth : 8Feb 1987
Gender : Male.
Languages Know : Hindi, Marathi
Hobbies : Playing games, reading books, listening music.
Permanent Address : C/o; Avanti Nagar, New Barshi road, Latur 413512

Date:- / /2023

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