

AVHISHEK PANDEY

An MBA graduate with professional experience in Marketing Sector. A team player with excellent communication skills, high quality of work, driven and highly self-motivated. I am looking for a growth-related challenging and competitive environment where I can make the most of my potential and discover new horizons. Experienced Sales Manager with 2 years of success in driving sales growth, managing the team, developing customer relationships, key account management of dealers, achieving the sales target in the given territory and doing the branding activity in given territory.

PROFESSIONAL EXPERIENCE

Total Experience – 2 YEARS

GOLD PLUS GLASS INDUSTRY LIMITED ((MANAGEMENT TRAINEE).

- Currently working in Gold Plus Glass Industry Limited as a Management Trainee.
- Managing the Dealers Network in my region by traveling to all the regions of Maharashtra in Vidarbha region consisting of 8 districts distance covering approx. 400 km x 300 km.
- Identifying potential business growth opportunity by expanding the dealers network by managing the marketing executives of dealers by assigning them targeted market and payment collection as per our aging reports.
- Completing monthly reports, worked closely with Regional Manager of Three States, Area Sales Manager of Two States and executives of dealers and performed necessary tasks assigned.
- Reviewing the data collected by Dealers executive for Dealers/Sub-Dealer expansion and identifying the potential customers by looking into their past purchase and sales report.

INTERNSHIP

- **Organization:** Regalo Kitchens Private Limited
- **Duration:** June – August
- **Project Undertaken:** Selling the product to the prospective clients by giving them the best solutions in designing interiors of their homes.
- **Key Learning:**
 - Interaction, Persuasion, Correct communication skills, caters clients need.

Key Responsibilities:

- Scanning (Lead Generation) at Regalo kitchens Chandigarh
- Filtering the leads
- Showroom visits
- Design discussions

Additional Projects (Live Project)

1. Organization: Yakult

- Asked for Yakult sales promotion.

Achievements

- Secured 1st position in Inter School Basketball championship (Takshila, CBSE Cluster).
- Played Basketball for Army public school at Command level in Roorkee.

Certifications:

- Design Thinking Certification from Explora Foundation
- Entrepreneur Strategic Management from (University of New Mexico)
- Certificate of Advance Excel and Spreadsheet Modelling from National Skill Development Corporation

SKILLS

- Focused, good interpersonal and time management skills.
- Analytical, innovative and result oriented professional.
- Ability to work in teams with diverse culture backgrounds.
- Commitment to finish the task in allotted time without compromising on standards.
- Key account management.

EDUCATION

- MBA – Marketing & Human Resource (2018 - 2020)
- B.Sc. (2015 - 2018)

TECHNICAL SKILLS

- software's: Oracle and Microsoft excel

Achievements

- Secured 1st position in Inter School Basketball championship (Takshila, CBSE Cluster).
- Played Basketball for Army public school at Command level in Roorkee.

Co-Curricular Activities

- Organized a Singing competition in the Scintilla fest.
- Worked as a Volunteer in an NGO, Tare Zameen Foundation.
- Co-ordinated and supervise the JSB cultural event Scintilla.
- Organized a Retailers and Dealers meet at Radisson Blue Nagpur.

Interests

- Mimicry
 - Sketching
 - Playing Basketball and Cricket
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