



Sunil tiwari

Business Development Officer

PROFILE SUMMARY

Seeking a challenging sales career in fast growing company where I can utilize my skills and experience to add value to the company as well as expand my learning horizon

EDUCATION

- 2018 B.A
Chhatrapati Shahu Ji Maharaj University (CSJMU)
- 2012 XIIth
Hindi

WORK EXPERIENCE

- Sep 2022 - Present
Business Development Officer
Parag Milk Foods
?Currently handling sales for Pride of Cows dairy brand ? Increased Liter per day by 28% in one year for Andheri Depot(500 to 680) ?Increased Ghee sales by 30% in one year from 200 Ltrs to 260 Ltrs ?Performed BTL activities in major marketing event participation by the company- Nerul Seawoods mall, JWD mall, marathon events, Nesco Expos etc. ?Perfomed collection from Horeca sales Started business with 23 cafes in Andheri west to Santacruz area
- Apr 2021 - Aug 2022
Business Development Officer
wabi2b
?Selling to retails outlets for general ration ?Achieved monthly sales target for retail outlets ?Managed a team size of 10 Area managed from Bhayandar to Goregaon
- May 2019 - Feb 2021
Business Development Officer
Blue Air Air Purifier(HUL)
?Air purifier sales to electronics retail shops in Mumbai metropolitan area ?Achieved monthly sales target for retail channel ?Pitched and demonstrated demos to corporate clients Achieved quaterly sales target for corporate solutions group
- Feb 2017 - Apr 2019
Business Development Officer
Honeywell Air Purifier
?Air purifier sales to electronics retail shops in Mumbai metropolitan area ?Achieved monthly sales target for retail channel ?Pitched and demonstrated demos to corporate

PERSONAL INFORMATION

- Email**
suniltiwari5055@gmail.com
- Mobile**
(+91) 9892285681
- Total work experience**
2 Years 3 Months

KEY SKILLS

- B2C Sales
- Dairy Products
- FMCG Sales
- FMCG Marketing
- MS Office
- B2B Sales
- Sales Executive Activities
- Food Products
- Area Sales

OTHER PERSONAL DETAILS

- City** Mumbai
- Country** INDIA

LANGUAGES

- Hindi
- English

- Marathi

clients Achieved quaterly sales target for corporate solutions group