

Resume

Name: Kaushik Kawa

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Hello:-09664910289/8369473908

Aspiring sales profession:

seeking a position in an organization that provides me an ample opportunity to explore and excel while carving out the niche for personal, professional as well as organizational goals.

The top salesperson in the organization probably missed more sales than 90% of the sales people on the team, but they also made more calls than the others made.

When building an organization, build teams. Assign different colors to each team so they create identities, affiliate, and merge to produce all that is needed for success. Balance the colors

My Principals:

Each creature is a unique piece of art to be respected and believed in. once we realize this, equality follows.

There is nothing more difficult to take in hand, more perilous to conduct, or more uncertain in its success, than to take the lead in the introduction of a new order of things.

Do you want to know who you are? Don't ask. Act! Action will delineate and define you.

Educational Credentials. B.Com (Graduate)

Date of birth:- 27-nov-1996.

Hobbies:- Reading.

1). Worked with Godfrey Philips India Ltd.

Designation: - Sales supervisor.

Duration: - April 2014 to Jan 2018

Key Results :-

- Handel the team of 8 sales executive.
- Execute the monthly market plan and complete
- Daily motivated to sales executive to achieve their respective target.
- Made sales report on excel sheet daily.
- Recoding and maintaining Accounts Sales.
- Assisting with sales manager
- Maintain fair and healthy relation with outlet or retailer or owner
- Helping and motivating to peers and fresher's for achieving sales target

Good relationship with customers.

2). Worked for Relaxo Footwear Ltd.

Designation :- Sales Officer.

Duration :- Feb 2018 to April 19.

Key Results :-

- Daily visit as per pjp plan.
- Generate sales of all divisions.
- Maintain good and healthy relationship with shop owners.
- Achieved target every month as per co. Requirement.
- Daily total calls are more then 20.
- Generate sales of NPD (New Product Development).

3.) Currently working for AQUALITE INDIA LTD.

Designation :- Sales Officer.

Duration :- may 19 to till now .

~ handling primary and secondary sales.

~ Daily assist with ASM and RSM.

~ Maintain healthy relationship with distributor.

