

CARRICULM-VITAE



Mr. Puspa Shrestha

Career Objective!!

Looking forward to join in leading organization, which offers challenging assignments of high degree of innovativeness, meaningful career and opportunities for value addition through learning and personal development in the field of sales and marketing.

Personal attributes!!

Friendly, self-motivated, goal oriented, who likes to thrive challenges, comfortable to all ages of people enthusiastic and welcome a challenging position.

Overview!!

Building consumer preference & drive volumes, identifying new streams for revenue growth and maintain relationships with channel partners to achieve referral business. An effective communicator with excellent relationship building and interpersonal skills, strong analytical problem solving & organizational abilities. Possess a flexible & detail oriented attitude.

Key skills!!

1. Flexible working approach.
2. Convincing capability for the clients and dealers.
3. Good organizational skills along with the ability to prioritize the work and meet deadlines.
4. Ability to work with people of all in an efficient and polite manner.
5. Honesty and adjustability to the needs is my major strengths.
6. Quick understanding and learning new changes in the area of operations.
7. Overall knowledge of sales and marketing

Academic Qualification :(INDIA SIC BOARD)

Institution: Seemant Inter College India
S.L.C with 3th division.

University courses from Dr Ram Manohar Lohia Avadh University Faizabad

- Commerce (10+2)!!!
- Seemant Inter College 2006 Complete
- Bachelor of Commerce Studies!!!
- Seemant P.G Collage 1th year 2007 Division Pass,
- Bachelor of Commerce Studies!!!
- Seemant P.G Collage 2th year 2008 Division Pass,
- Bachelor of Commerce Studies!!!
- Seemant P.G Collage 3th year 2009 Division 2th Pass
- This certify approved By Tribhuvan University
- Mahindra multiple campus Nepal!!!

Other Qualification!!

- Life insurance agent trading NLG Office
- First aid trading Nepal Red Cross society
- 12 month Diploma in computer (KTM)
- Tour & trekking guide trading (NATHM, KTM)
- Anchor trading radio or Fm programmer
- 1 years trading devotees training (ISKCON TEMPLE INDIA)
- Driving trading Nepal gunj
- 3 month trading mushroom (JICA)

Technical Skills!!

1. Working knowledge in Internet and MS office
2. C,C++ basic
3. HTML
4. Visual basic
5. Adobe Photoshop
6. Corel Draw
7. Hardware – Maintaining and Trouble shooting of system , Assembling
8. Other – Typing speed 62+ wpm accuracy about 95% , networking, AMCs

Present working Asian Paints Pvt .Ltd

Asian Paints (Nepal) Pvt. Ltd. started its operation in 1983. It is a subsidiary company of Asian Paints Ltd. in India. It is the largest paint company in Nepal with a market share close to 45% and with an annual gross turnover of more than NRs 3 Billion. The manufacturing facility is located at Hetauda industrial estate and has a capacity to manufacture close to 2 million liters of paints annually. It is certified under ISO: 9001 and ISO: 14001. Most of the relevant products have certification of approval from Nepal Bureau of Standards and Metrology

Position: Sales Supervisor Job responsibilities:

- Leads a team of DSR
- Responsible for delivery of Target of each DSR & full team.
- Value Target
- Activities Target
- Coach, Train and Develop the DSRs
- Monitor the Progress of DSRs.
- Achieve coverage plan.
- Proper control on the list of Outlets to ensure that only listed.
- Regularly report to TSI at the beginning and close of the day.
- Planning with the team.
- Tracking actual every day and planning for gaps.
- Daily Tracking of actual against the plan
- Drive, Demonstrate and deliver the target of the team.
- Record keeping & stock verify.
- Sales research in market about self-product & competitor

Chaudhary Group

Chaudhary Group (CG) is a hundred and forty years old multi-national company from Nepal. CG today is one of the fastest growing corporate conglomerates of the region and has been successfully operating in the field of Electricals and Electronics, FMGC, Financial Services, Real Estate, Healthcare , Education ,Hotel and tourism and so on, expanded in Dubai, India , Singapore, Usa, Sri lanka etc.

Working as an Area sales Manager “Sales and Marketing” for consumer Electronics. Including Lg Air conditions. Since 28 July 2009 to 14 jun 2012

Duties and responsibilities!!

1. To meet the given sales target month wise as well as yearly
2. To place the new product in the market to penetrate the market.
3. To follow up the dealers for their payment.
4. To provide the pertinent information like annual turnover, creditability and truth worthy of the dealer and distributors to fix the credit limit.
5. To make sure that the debt towards the dealers is not exceed the credit limit.
6. To focus on aging report.
7. To make tour in the region to keep self-updated for sales, marketing activities as well as competitors activities.
8. To keep in touch with the media for the promotion of the product.
9. To support the dealers and the distributors to meet the given target to them.
10. To Make Tour In The Region Accordingly,
11. To Report The Market Environment Accordingly To The Operation Head Or To The Director.
12. To Revise The Price And The Other Related Factor Accordingly With The Change In Market Trend.
13. To Instruct And Motivate The Juniors So That We Can Meet The Objectives Of The Organization.
14. To Co-Ordinate With The Business Development Team, To Start The New Venture And R&D Purpose.
15. To Co-Ordinate with the Factory Dispatch Team.
16. To Co-Ordinate With The Service Persons To Solve The Service Issues.
17. To Understand The Inventory Level Of The Products.
18. To Follow Up The Dealers Activities Whether The Sales Target Given To Them Are To Be Achieved Or Not Along With Their Payment Structure.

Triveni Group!!

One of the strong business organization in the country and has operation with consumer electronics, photography, cement, tea, banking, textile, telecommunication and many more.

Working as a Sales and Marketing for consumer products brand like Panasonic, Daewoo, sanyo and yasuda till now.

- **Triveni Byapar Company Pvt. Ltd (Triveni Group)**
- As Area Sales Manager sienc -08 Nov 2006 to july 20-2009

Duties and responsibilities!!

1. To Take Overall Charge Of Sales And Marketing In The Country.
2. To Make The Business Plan Of The Whole Year.
3. To Make The Presentation Of Business Plan And To Present In The Board Meeting.
4. To Determine The Cost Of The New Product.

5. To Make The Sales Targets Annually, Semi Annually And Monthly For Sales Executive And Dealers Accordingly.
6. To Fix The Credit Limit For The Dealers.
7. To Ask for Bank Guarantee for the Dealers and Stay .Alerted About the Expiry of the Bg.
8. To Initiate The Marketing Activities (Atl & Btl) To Support The Sales.
To Create The Distribution Network To Increase The Sales.
9. To Make Announcement Of Different Consumer Scheme In Different Festivals And Seasons Accordingly.
10. To Make The Announcement Of Dealer Scheme To Motivate The Dealers Annually
11. To Keep In Touch With The Media For Time To Time Marketing Activities.
12. To Make Tour In The Region Accordingly,
13. To Report The Market Environment Accordingly To The Operation Head Or To The Director.
14. To Revise The Price And The Other Related Factor Accordingly With The Change In Market Trend.
15. To Instruct And Motivate The Juniors So That We Can Meet The Objectives Of The Organization.
16. To Co-Ordinate With The Business Development Team, To Start The New Venture And R&D Purpose.
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20. To Follow Up The Dealers Activities Whether The Sales Target Given To Them Are To Be Achieved Or Not Along With Their Payment Structure.

- **Triveni Byapar Company Pvt. Ltd (Triveni Group)**
- As Senior sales Officer Sienc 30 Dec 2004 to 7 Nov 2006

Duties and responsibilities!!

1. To meet the given sales target month wise as well as yearly
2. To place the new product in the market to penetrate the market.
3. To follow up the dealers for their payment.
4. To provide the pertinent information like annual turnover, creditability and truth worthy of the dealer and distributors to fix the credit limit.
5. To make sure that the debt towards the dealers is not exceed the credit limit.
6. To focus on aging report.
7. To make tour in the region to keep self-updated for sales, marketing activities as well as competitors activities.
8. To keep in touch with the media for the promotion of the product.
9. To support the dealers and the distributors to meet the given target to them.

- **J.N Exim Pvt Ltd Company (Rowa TV)**
- As Sales Executive, Sienc 22 Aug 2001 to 06 Nov 2004

Duties and responsibilities!!

1. Fulfill individual target to ensure the harmonization of marketing objectives with organizational objectives
2. Assist in overall activities of the marketing team and ensure proper coordination amongst colleagues
3. Formulate and implement strategic and comprehensive plans to generate maximum advertisement in all Hyman media's publications
4. Liaising and building relationships with existing clients and identify and develop cordial relations with new clients to generate advertisements for future purpose
5. Deal with various ad agencies to build a strong relationship for generating advertisements
6. Collaborate with Editorial Department to come up with suggestions for special issues to be covered and prepare strategies for generating ads
7. Contribute to long term marketing plans and strategies and support Head of dept. and other colleagues

Hobbies!!

I am an extrovert who likes meeting new people, enjoy traveling and Watching Tv & Playing a various types of game

Professional Membership!!

- Life Members Of Nepal Red Cross Society
- Life Members International Societies for Krishna Consonation (ISKCON)
- Lions Club Of Members
- Life Members Om Shanti
- Life Members Newarsumadia

Personal Information!!!!

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|--------------------------|--|
| • Father Name | Mr. .Surendra Kumar Shrestha |
| • Mother Name | Mrs.Gauri Devi Shrestha |
| • Wife name | Mrs Shova joshi Shrestha |
| • Gender: | Male |
| • Marital Status | Married |
| • Language Know | Nepali, Hindi, English, Maithili |
| • Date of Birth | 2036-09-23 (07 th jan 1980) |
| • Nationality | Nepali |
| • Religion | Hindu (Newar) |
| • Motor Cycle License No | 1167=14 (A+B) |
| • Mobile no | 9751023408, 9851143808 |
| • Email Id | prshresthanp@gmail.com , |

Declaration!!!

I the undersigned certify that to the best of my knowledge and belief, this bio data correctly describes my qualifications, my experience and me. I understand that any willful misstatement describes herein may lead to my dismissal if engaged

Permanent Address!!

- Puspa R Shrestha
- Surkhet Road Nepal Gunj Nepal Word No = 13
- Near Hotel Batika
- Mobile No – 9751023408 & 9851143808

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Thank You

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