**CURRICULUM VITAE**

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**Trilanga,Shahpura,Bhopal (M.P.) 462039**

**OBJECTIVE**

I see my career as a continuous process of learning and applying my knowledge seriously to my working domain with a focus on innovation, excellence and to strive for continuous growth.

**C**

**ACADEMIC RECORD**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Course** | **Board/ University** | **Subjects/ discipline** | **Year of passing** | **Percentage** |
| MBA | BIMHRD(AICTE),  PUNE | MARKETING & IT | 2009 | 64.44 |
| B.B.A | JIWAJI University, Gwalior | MARKETING & HR | 2007 | 63.2 |
| XII | CBSE | BIOLOGY | 2003 | 57.6 |
| X | CBSE | GENERAL | 2001 | 50.7 |

**PROJECT WORK & EXPERIENCE**

* **Project: VODAFONE ESSAR LTD. MUMBAI (SALES) MAY 08**

**Team Size: 1**

**Profile: sales and distribution**

**Duration: 0**2 Months (SUMMER -PG)

**Description: 1. To check and enhance the impact of retailer retention program SKH-III in the**

**Market to analyse the hit rate.**

**2. To create and implement the effective SELLING STRATIGIES for student**

**Oriented product ‘CAMPUS PACK’ in target market.**

* **Project: STANDARD CHARTED, GURGOAN(SALES) MAY 05**

**Team Size: single**

**Profile: sales and marketing**

**Duration: 0**2 Months (SUMMER-GARDUATION)

**Description: New accounts opening and credit card selling through all SELLING**

**Skills in the market.**

**- First Employer : CARGILL INDIA Pvt. Ltd. CAMPUS PLACEMENT (MAY 2009)**

**Team Size: 04**

**Profile: Sales Officer (Sales and Marketing)**

**Duration:** 1 year 03 months

**Description:** Worked as Sales Officer in Refined Oil Dept. Looked after 35 territories in Punjab.

Maintaining SYSTEM and PROCESS of Cargill Foods, Handled team of distributors, PSRs to achieve sales target and all Distribution KPIs.

**- 2nd Employer : PEPSICO INTERNATIONAL (AUG 2010)**

**CURRENT PACKAGE : 4.4 CTC**

**Team Size: 23**

**Profile: CUSTOMER EXECUTIVE** (Sales and Distribution)

**Duration:**  02 Years

**Description:** Worked as Customer Executive in FOODS Dept. Looking after Jallandhar and Agra territory in Punjab and UP. Maintaining SYSTEM and PROCESS of PepsiCo, Targeted volume achievement, Sales and distribution through Marketing and Execution, PSRs, salesmen training and control, Super stockiest and Distributor management, planning ,Marketing and Channel sales strategies, target setting and achievements, Retailer handling, team work, primary and secondary sales, etc.

**- 3rd Employer : COLGATE PALMOLIVE INDIA PVT. LTD. (OCT 2012)**

**CURRENT PACKAGE : 5.9 CTC**

**Team Size: 22**

**Profile: CUSTOMER DEVELPOEMENT OFFICER** (Sales and Distribution)

**Duration:**  01 Year 03 Months

**Description:** Worked as Customer Development Officer at Jabalpur Urban Zone. Maintaining SYSTEM and PROCESS of Colpal, sales achievement, Sales to Trade and distribution through Marketing and Execution, PSRs, salesmen training and control, Super stockiest and Distributor management, planning ,Marketing and Channel sales strategies, target setting and achievements, Retailer handling, Vendor Inventory Management etc.

**Current Employer : AIRCEL INDIA PVT. LTD. (APRIL 2014)**

**CURRENT PACKAGE : 7.14 CTC**

**Team Size: 12**

**Profile: ASSISTANT MANAGER** (Sales and Distribution)

**Duration:**  Since 8th April 2014

**Description:** Working as TSM (Assistant Manager) at Mumbai. Maintaining SYSTEM and PROCESS of Aircel,Handling sales achievement, Primary and secondary sales ,tertiary,E-top,Paper billing, new customer acquisition,retention,MNP & distribution through ATMs, salesmen training and control, BTS wise KPIs, Distributor management, planning ,Marketing and Channel sales strategies, target setting and achievements, key Retailer handling, etc.

**SKILL SET**

**Operating Systems:** Windows 98, 2000, XP, 2003, Vista.

**Softwares** : Microsoft office, MS project

**Management Skills:** Selling skills, Behavioral skills, Leadership skills, Planning and strategies skills.

**EXTRA CURRICULAR ACTIVITIES**

* Performed in 04 Rock Shows during Graduation.
* National player twice in a row in school in kho-kho and table tennis.
* Participated in singing, dancing, drawing, sports.
* Participated in Modeling Shows in School, Graduation College Annual Function.
* Participated in Blood Donation Camp during school years.

**STRENGTHS**

* Fast learner, Passionate for learning
* Sincere commitment
* Team spirit And Leadership
* Excellent presentation and management skills

**HOBBIES & INTERESTS**

* Playing guitar and Listening to music
* Playing cricket, table tennis, basketball
* Gym, cooking, painting
* Playing computer games(mission type)
* Interacting with people

**PERSONAL PROFILE**

**Date of Birth:** May 23, 1985

**Father's Name:** Mr. Atul Gupta

**Marital status:** Married

**Nationality:** Indian

**Gender:** Male

**Languages:** English, Hindi, Punjabi

**DATE:**

**PLACE:**

(**ANKUSH GUPTA)**