**RITESH SASANKAR**

Qtr No. 1/7, VHB Colony, Raghuji nagar

Nagpur, Maharashtra Pin Code No. 440024

Mobile: +91 9970468957

E-mail: riteshsasankar@gmail.com

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| **CAREER OBJECTIVE** |

To be involved in work where I can utilize skill and creatively involved with system that effectively contributes to the growth of the organization.

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| Qualification | | Institution | year | University/ Board | Percentage/Pointers |
| • | MBA-Mktg | Vishwakarma Institute of Management, Pune | 2013 | University of Pune | 58% |
| **•** | BBA-Mktg | Kamla Nehru College, Nagpur | 2011 | RTM Nagpur Uni. | 62% |
| **•** | Higher Secondary | Tiny Tots H.S.School Seoni | 2006 | MPBSE BOARD | 63% |
| **•** | Secondary | Sanjuba High.School Nagpur | 2004 | MSBSE BOARD | 70.26% |

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| PROFESSIONAL EXPERIENCE | |
| **Rushabh Honda Motors Pvt Ltd, Nagpur** | |
| **Designation** | Consultant-Sales |
| **Duration** | 1st May 2013 to 1ST May 2014 |
| **Description** | * Proficient in developing business for the organization, identify business opportunities & generating business plans to achieve the same & locate clients in targeted segments to secure profitable business. * Plan and conceptualize various strategies to achieve business goals for sales aimed towards the growth in business volumes as well as profitability in order to achieve the set targets. * Develop competitive business development for Premium vehicles and sales strategy, uncovering/ creating new opportunities, identifying dynamic and flexible solutions. * Provide after sales services to the clients while ensuring timely service delivery as well as collections from the clients. Manage the distribution system of the company and maintaining smooth operations across the units. * Establish corporate goals, short/ long term budgets and developing business plans for the achievement of goals * Spearheading all efforts to achieve targets related to Finance (Car Loan), Vehicle Insurance, Value added services (Extended Warranty, RSA, Anti-rust, Zero Deprecation, Clay bar & Service packages) & Accessories * Make fact-based decisions regarding marketing strategy to develop the product as a brand while designing effective and cost-efficient implementation programs based on Customer, Competitive and Industry & Company Analysis. Manage & develop overall expansion strategy. * Lead and motivate team members; set out performance parameters/ deadlines and conduct need based training programs to enhance skill sets, and to create in-depth awareness of the process. |

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| PROJECT | |
| **Title** | Study of Product Awareness and Investment Pattern of Sharekhan Limited, Nagpur |
| **Description** | * Acquisition of Demat accounts (Equity & Commodity). * Cross sale of third party wealth management products MF, IPO, Forex & Insurance. * Business Development & Promotion. * Generate leads through field visit and cold calling. |

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| SKILL SET | |
| **Computer Skills** | MS Office and Internet |
| **Professional Skills** | Selling, Marketing & Customer relationship |

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| INTERESTS& ACTIVITIES |
| * Reading * Travelling |

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| **PERSONAL DETAILS** | |
| **Strength** | Positive Attitude,Organized Person,Team work |
| **Date of Birth** | 13 November 1988 |
| **Languages Known** | English , Hindi & Marathi |
| **Father’s Name** | Mr Omprakash Sasankar |
| **Current Address** | Qtr no. 1/7 VHB Colony Raghuji nagar opposite Bal Hanuman Temple Nagpur 440024 Maharashtra |

**DECLARATION**

I hereby declare that the above stated information is true to date and to the best of my knowledge.

**Place**: Nagpur Ritesh Sasankar