**VIVEKANAND DWIVEDI**

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[**P.G.D.M. (Marketing and Human Resources), Seeking assignments across functions in Sales & Distribution, Channel Management & Business Management in a growth oriented organization**](javascript:myfunc('details.php?resid=14548785&Lt=1245251215&srcsearch=&search_type=&zap=','Resume_Details_14548785'))

**CAREER CONSPECTUS**

* A dynamic professional with **4 year 10 month** of experience in the areas of Sales & Marketing, Business Development and People Management.
* Expertise in implementing systems & procedures and contributing towards improved financial performance, heightened productivity and enhanced internal controls.
* Competency in marketing plan execution, product promotion and implementation of business strategies to accomplish the decided targets.
* An innate flair for accepting challenges and abilities in managing & leading sales / collection functions and achieving desired targets.
* An effective communicator with good presentation skills and abilities in forging business partnerships and establish beneficial relationships with channel partners.

**CORE COMPETENCIES**

**Business Development / Marketing:**

* Gathering market intelligence, tracking competitor’s activities and providing valuable inputs for fine tuning sales & marketing strategies.

**Channel Management:**

* Recognizing and establishing financially strong and reliable channel partners for deeper market penetration; providing training & direction to channel partners for achieving set target.
* Imparting training to channel partners for accomplishing business targets.

**Client Servicing:**

* Identifying and networking with prospective clients, generating business from existing accounts & personal network for achieving profitability.
* Developing new streams for revenue growth and maintaining relationship with customer to achieve repeat / referral business.
* Interacting directly with clients and redressing queries & issues to their optimum satisfaction and resolving crucial & long pending complaints.

**Training & Development:**

* Identifying training needs across levels through mapping of skills required for particular positions and analysis of the existing level of competencies.
* Incorporating bonded teamwork and managing healthy environment.
* Managing & motivating workforces to attain assigned targets & maximize customer delight.

**CAREER CONTOUR**

**“S. K. Drugs Enterprises” Sales Manager (Jan 2014 to till date.)**

***Accountabilities:***

* Handling primary & secondary.
* To make and give the daily journey plan to the executives.
* Creating and maintaining new outlet for the company product.

**“Surya Foods Agro Ltd” PRIYAGOLD Sales Officer (Nov 2012 to Dec 2013)**

***Accountabilities:***

* Handling primary & secondary.
* To meet the person who wants to make the Hub, Spoke and Distributors.
* Creating and maintaining new outlet for the company product.
* Coordinating with Distributors/Dealers for smooth operations.
* Creating and maintaining new intuitional sales & maintaining it.

**“Brindavan Bottlers Private Ltd” (Coca- Cola, Lucknow) Sales Executive (Sep 2010 to Oct 2012)**

* To make and give the daily journey plan to the J.S.executives.
* To meet the person who wants to make the Hub, Spoke and Distributors.
* To prepare the map which is to identify the location?
* To ensure that what may be the maximum output of outlet and examine consumption power of that area.
* Handling primary & secondary.
* Market execution, volume of the territory.
* Maintaining RED (Right execution daily).
* To make a good relationship with the existing clients and make the new clients as well.

**SCHOLASTICS**

* Completed **PGDM (Marketing, Human Resources)** from INJ Business School, Greater Noida in 2010.
* Completed **Graduation (B.A.)** from DDU University, UP in 2007.
* Completed **XII Standard** from UP Board in 2003.
* Completed **X Standard** from UP Board in 2001.

**IT Skills : Well versed with** MS-Word, PowerPoint, and Internet Application.

**PERSONAL DOSSIER**

Date of Birth : 10 Jan 1986

Father Name : Mr. Narvdeshwar Dubey

Language Known : English and Hindi

Marital Status : Married

Permanent Address : 746-F Rajendra Nagar (East) Gorakhnath,

Gorakhpur. Pin - 273015

DATE: (VIVEKANAND DWIVEDI)

PLACE: