

Ashutosh Singh Hada

H.NO-371 „Bapu Colony

kunhadi Kota (RAJ.)

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Professional Profile

- A competent professional with over 9 years experience in the areas of business development and team management & presently handling a team of district level which is truly dedicated to achieving their entire targets & goals .

- Currently working as a SALES OFFICER in UNICHARM INDIA PVT LIMITED at AHMEDABAD RURAL location . Currently Handling entire NORTH GUJRAT (PATAN , MEHSANA . PALANPUR & BANASKANTHA)

- Main job profile is Drive the Primary/secondary sale through healthy tertiary & sales execution Channel sales handling & Increase market coverage with good penetration of Range of SKU.

- Analysis of competitors Activity and any new scheme and experiments in market .and also brief the team About new products and launch them in market with a proper manner

- Motivate each member of team for achieve there weekly/monthly targets and also achieve self Target and entire goals Instructed by co

WORK EXPERIENCE

UNICHARM INDIA PRIVATE LIMITED

Designation :-Presently working with Unicharm as a Sales officer in ahmedabad (Gujrat)

Period : Jan 21/ til date

Location : north gujrat area (patan ,Mehsana , palanpaur overall banaskantha)

VARUN BEVERAGES LIMITED

Designation: sales executive IN VBL at Ajmer location

Period : dec-17 /dec.20



Location : ajmer , bhilwara & kishangarh territory handled .

Xalta foods & beverages pvt. Ltd

Designation: sales officer in xalta foods & beverages pvt.Ltd atbundi location

Period : aug-15 / Nov-17

Location :bundi (rajasthan)

VARUN BEVERAGES LIMITED

Designation: pre sales representative at ambey agency kota .

Period : JAN -12 /july -15

Location : VBL DEPOT gobriyabawri circle KOTA

WOODLAND (AERO CLUB) KOTA

Designation: sales co ordinator (section in-charge garment & accessories department)

Period : march 09 /dec 11

Location: Woodland store ,Jaipur

Major Task Handle

Operation

- Ensure SOP adherence.



- Ensuring regular audits & reviews to meet desired standards.
- Coordination with different departments for operations effectiveness.

People management

- Develop & maintain a motivated and enthusiastic team & self for achieving and exceeding targets.
- Responsible for grooming and development of my self for future roles.

Customer service

- Customer relations management receiving feedback, complaints
- stock reach in market , range selling , time bound delivery of products .

Major achievements

Four time over achieve target (120,129,126,135%) in 2019 (Varun beverageslimited)

- Highest target Growth achieved in July 19 in all Rajasthan.& star performer taken .
- Ytdyago completed with 22% growth .In July 18 against city last year yago at bhilwara
- average 68% delevered growth in secondry from March 19 to Nov-19 in at bhilwara outer .

Educational Qualification



- Class 10th from Rajasthan board Ajmer in 2002.
- Class 12th from Rajasthan board Ajmer in 2005.
- Graduation from Kota university ,Kota in 2010

Extra Qualification

- Operating basic knowledge of computer
- Knowledge of work on Excel and MS OFFICE .

Personal Detail

Father name : Mr. Brijraj Singh Hada

Date of birth : 6 December 1987

Marital status : Married

Languages known : Hindi, English(Read Speak & Write)

Permanent address : H.No. 260 BapuColony ,kunhari Kota (raj.)

Date :

Place: (ASHUTOSH SINGH HADA)

