

Resume

Bharat C Rana

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Driven Area Sales Manager with 15+ years experience in management capacity and strong competitive sales drive. Well-honed listing skills and problem solving attitude to uncover needs and overcome objections to achieve goals within multiple assigned territories. Successfully motivates and develops sales teams in result-driven and customer focused environments with positive attitude towards achievement

AREA SALES MANAGER

[1] From 01/11/2019 to till date with SGP Products Pvt. Ltd. [Shantik coconut oil] HQ – Ahmedabad .Salary 41500/- p.m.[take home]

- Hired trained and managed sales staff and administered and implemented compensation plan to support area sales goals.
- Expanded product distribution by adding more than 25 new distribution points in my territory (**i.e half of Gujarat | cenral, south and north Gujarat**).
- Managed and motivated sales team to increase revenue
- Set and achieved sales target for my territory.

AREA SALES MANAGER

[2] From 15th Sept 2018 to 31/10/2019 with Pushp Henna Pvt. Ltd as a and Area handling whole Gujarat. [HQ : Ahmedabad]

- Participated in team-building activities to enhance working relationships.
- Used coordination and planning skills to achieve results according to schedule.

S.O. & AREA SALES MANAGER

[3] From November 2007 to 31st Aug 2018 with Shalimar Chemical Works Ltd [Shalimar coconut oil mustard oil]. Area handling- Ahmedabad HQ and covering half of the Gujarat i.e. north /central and south Gujarat areas as a Area Sales Manager.
-Developed productive collaboration with dealers and distributors to create and promote products

SALES REP. AND AREA FIELD MANAGER

[4]. From June 1991 to November 2007 I have worked as a S.R. and Area Field Manager with Malhotra Marketing Pvt Ltd [Topaz Blades]
-Achieved monthly sales goals by promoting product benefits and enrolling new clients.
-Increased sales by offering advice on purchases and promoting additional products.

SALES REP.

[5]. I have worked as a S R with The National Products [NP Chewngum] from Jan 1990 to June 1991.

PERSONAL INFORMATION

Date of birth : 07/10/1962
Marital status : Married
Nationality : Indian
Languages known : English, Hindi, Gujarati
(Read, Write, Speak)
Interest : Travelling.

EDUCATIONAL QUALIFICATIONS

Course	Board/University	DIVISION	Year of passing
S.Y.B.COM	GUJARAT UNIVERSITY	SECOND	1982-83
HSC	GUJARAT HIGHER SECONDARY BOARD	SECOND	1980-81
SSC	GUJARAT SECONDARY BOARD	SECOND	1978-79

References : provided on request

Enclosing my certificates as a first step toward exploring the possibility of employment in your organization.

I hope you will consider my application compassion. And conduct for my personal interview as soon as. I promise you that I will work honestly , I will try my best to satisfy each and every one with my work.

Bharat. C. RANA

Place: Ahmedabad.

