



# SATYENDRA KUMAR DUBEY

Ahmedabad Gujarat

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## Objective

Obtain a challenging leadership position applying creative problem solving and lean management skills with a growing company to achieve optimum utilization of its resources and maximum profits.

## Experience

### IKRISH HEALTHCARE PVT LTD

Nov. 2020 - till now

Regional sales manager

Location: (Gujarat and Rajasthan)

**Accountabilities:** Find new Opportunity in Rural as well as in Urban and City area of Gujarat and Rajasthan. My KRA is Channel (CSA, SS,DB) development, Supply management, team management, Distribution and merchandising, Revenue generation.

**Business:** This is a new startup. Working for its channel development, Products design and Development etc. Started from zero and within one and half year approx. the business value crossed 1.5 cr per month cumulatively Gujarat and Rajasthan.

**Team Management:** Currently handling team of 60 people including SO and SR In combine territory of Gujarat and Rajasthan. All team recruited by me, trained by me.

**Market Development:** To eye for the maximum possibility and Key focus on Product of every need for everyone, market segment and keep watch on sale. Keep knowledge about competitor strategy and move ahead according.

**Achievements:** Create and developed channel for a new company and grow it's values in market. Successfully launched a new company in the market and now doing well.

### KEVI MART (GUJARAT AGRO, A GOVT. ENTERPRISES)

July 2019 - Nov 2020

Regional Sales Manager

Location: (Gujarat)

Kevi mart is an online platform, specially designed for rural public. Project designed and directed by Gujarat agro and facilitate by Seth group bhavnagar. My core responsibility was find and appoint agreegator(Distributor) products availability, smooth supply, and public awareness.

### SARSAM LIFE SCIENCE

Jun 2016 - July 2019

Area Sales Manager

Location: (Gujarat)

Channel development, team hiring, training and motivation. Achive target volume.

### P&G

Apr. 2013 - Apr. 2016

Team Leader

Location:(Gujarat, Ahmedabad)

My core responsibility was team handling, sales process, Achieve outlet wise Distribution Target.

### GSK INDIA LTD

July 2009 - July 2013

RSR (Rural Sales Representative)

Location: (UP East, Gorakhpur)

This Project was specially designed for rural population. Some new sku (small pack) of horlicks,eno, crocin was designed and launched. Co-ordinate with village sarpanch, anganwadi creat awareness about health and available small sku of given product by distributor.

### NILONS ENTERPRISES

July 2006 - June 2009

Sales Officer

Location: (UP East, Gorakhpur)

Handle assigned Distributor and achieve targeted business volume

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**MAX NEWYORK LIFE INSURANCE**

**Jan 2003 - July 2006**

Assistant Sales Manager

Location: (Nashik, Maharashtra)

Agent recruitment, Training, market support. Handling the team of 152 Advisor.

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***Skills***

- Strategic Planning
- P &L Management
- Sales & Marketing
- Business Development
- Market Research
- Benchmarking
- Client Servicing
- Training & Development
- Team Management

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***Projects*****Mission Harvest launch by GSK**

It is for rural population, GSK launched small sku of horlicks, eno, crocin for rural.

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***Education******DDU University Gorakhpur***

B.Sc. Bio  
2000 — **2nd**

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***UP Board***

HSC 12Th  
1996 — **2nd**

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***UP Board***

SSC 10Th  
1994 — **2nd**

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***Language***

Hindi, English , Gujarati , Marathi

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***Additional  
Information***

Lean six Sigma yellow belt training

Signature:



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Satyendra Kumar Dubey