### Kanchan Lal

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# OBJECTIVE:

To work in a prestigious organization which gives me an opportunity to enhance my capabilities so as to contribute significantly towards the growth of the organization?

**PRESENT COMPANY:**

COMPANY : **Solvezy Pvt Ltd.**

#### LOCATION : Allahabad /Kaushambi

##### DURATION : 22nd May -2023 to till Now

**JOB PROFILE : Sales Officer.**

**JOB PROFILE:**

* Handling Retailers/Wholesaler in my assigned area
* Knowing retailers/wholesaler need in deep to enhance my sales
* Timely credit collection from all the retailers and order placement
* Pitching good products to retailers/wholesaler to avoid bad sales
* Timely knowledge of schemes to retailers/wholesaler

EXPERIENCE

COMPANY : Reliance SMSL Limited, AjioBusiness.com

#### LOCATION : Allahabad /Kaushambi

##### DURATION : 4th Sep-2021 to till 30April 2023

**JOB PROFILE : Senior Sales Officer.**

**JOB PROFILE:**

* Handling Retailers in my assigned area
* Knowing retailers need in deep to enhance my sales
* Timely credit collection from all the retailers and order placement
* Pitching good products to retailers to avoid bad sales
* Timely knowledge of schemes to retailer
* EXPERIENCE:

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| COMPANY : **Vodafone Idea Ltd.** LOCATION : Allahabad /KaushambiDURATION : 7 years- 1 July 2013 to Till 16 june 2019 **JOB PROFILE : Service Manager.**   * Achievement of sales target of Postpaid,prepaid (activation) from the given territory. * Achievement of Postpaid ,Collection target, * Sales analysis, competitors and market feedback. * Educating Sales partner about new product and schemes.   + - * Handling 20 MDVMS/ADVMS Touché points.       * Handling 20 MD/AD Customer care executive.       * Updating to AD/MD CCE’s of new product for selling.       * Educating to AD/MD CCE’s for Postpaid, prepaid,STV,SKU,Etop,USB, selling .       * Audit to AD/AD CCE’s & touch points for better customer service. |

##### ACHIEVEMENT: Vodafone Idea Ltd

* Holding top position in our branch as per of my Reporting Manager.
* 1st IMAD Award (I made a different) gotten in December 2013.by COO Ravi santhanamm boss
* 3 times qualified in top gun contest.
* 2 times wining Retail score card.
* 2 times IMAD Award (I made a different) gotten October 2015.by COO Pankaj Thapaliyal Boss.

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| **EDUCATION:** |

Graduation ,Kanpur University.

# COMPUTER QUALIFICATIONS:

DCA, Tally, DMS, LG Software, MS office, Internet operations

# INTERESTS:

Interacting with people, Traveling, Collection of SMS, Listening Music

## PERSONAL DETAILS:

1. Marital Status Single
2. DOB 4/07/90
3. Fathers name Late, Mr .Shobha lal
4. Address 277/A Bali Pur tata Chail Kaushambi(U.P)
5. Contact No. 96281-80344

Date:-

Place: -  **(Kanchan lal Gupta)**