|  |  |  |  |
| --- | --- | --- | --- |
| khemant6997@gmail.com  **8390060297**  Date Of Birth  10th July 1984  Skills   * Sales and distribution * Data analytics * B2B and E-Commerce * Kirana, HoReCa and Institutions sales. * Inventory management   Education And Training  *2006-08*  PGDBM:  Marketing, Commerce  **PICT School of Technology & Management**  Pune  *2002-05*  **G.S.College of Commerce & Economics**  Nagpur  *04/2002*  12th: Commerce  **Kendriya Vidyalaya, CBCE Board**  Ambajhari, Nagpur  *04/2000*  10th:  **Kendriya Vidyalaya, CBCE Board**  Ambajhari, Nagpur    Languages  Hindi, Gujarati, Marathi, English: First Language |  |  | Kondapalli Hemant    Summary  Career Objectives To pursue a career where hard work, professionalism, commitment and contribution to the organization drives the growth of an individual and offers me tremendous challenges and opportunities.  Experience  **Marico Ltd – Associate Area Manager Sales**  *Ahmedabad (Gujrat Nort), India*  *Sep 2023 – Till Date*   * Formulation of Sales Strategies * Planning and Achieving sales targets and Sales led initiatives - outlet expansion, growth, and experimentation etc., for the depot through a team of Sales Officers. * Setting and strengthening of Distribution system * Supply Chain Management for the depot * Creative Planning for sales related activities for the area to drive volumes, visibility, and reach * Overall Development (Coaching, Growth) of the team * Driving central thrust areas & key projects within the territory   **Jio Mart - City Business Lead**  *Ahmedabad, India*  *May 2022 – Aug 2023*   * Enhanced sales- kirana/HoReCa/JSK & Institution volume through skilled support to both new and inactive customers. * Gained market share in new sales performance through aggressive team training. * Developing and implementing sales strategies to achieve sales targets and maximize revenue for FMCG products. * Managing team of sales representatives, providing guidance, training, and support to ensure effective sales performance. * Conducting market research to identify customer needs, preferences, and competitor activities. * Monitoring market trends, analyzing data, and generating insights to drive business growth and make informed decisions.   **Metro Cash and Carry – Sr. Assistant General Manager Sales & Operations**  *Surat, India*  *10/2019 – 04/2022*   * Prepare roadmap independently and ability to drive & achieve sales targets through sales team month on month * Accountable for Sales in Trader (Kirana), HoReCa& Complementary segments * Lead the team of Department Managers, Team Leader, Key Account Managers & Field Sales force * Ensure an increase in the buying customer base with a long-term and sustainable approach by focusing on the customers need and product mix * Ensure sustainable business leading to additional revenue * Developing Strong relationship with Key customers in Trader, HoReCa& Complementary segments * Analyze sales statistics gathered by the staffs to determine sales potential and inventory requirements and to monitor customers' preferences * Provides information by collecting, analyzing, and summarizing data and trends * Monitoring your team's performance and motivating them to reach targets.   **Hygienic Research Institute, HRIPL - Area Sales Manager**  *Nagpur*  *05/2019 - 10/2019*   * Maintaining and increasing sales of company's through increase in coverage * Reaching the targets and goals set for area with daily tracking * Establishing, maintaining and expanding your customer base * Servicing the needs of your existing customers * Increasing business opportunities through various routes to market * Setting sales targets for individual Sales officers * Recruiting and training sales staff * Allocating areas to sales representatives * Developing sales strategies and setting targets * Monitoring team's performance and motivating them to reach targets   **Metro Cash and Carry - Assistant General Manager- Sales**  *Ahmedabad, Gujrat*  *02/2018 - 05/2019*   * Enhanced team engagement and performance with daily updates and informational meetings. * Articles level planning for sustainable and profitable sales. * Sales projection and stock planning. * Applied knowledge of coverage needs and individual employee strengths to produce successful team schedules. * Led sales planning, development and account management to grow existing accounts and establish new sales accounts.   **Marico Ltd - Territory Sales Executive**  *Amravati*, *Maharastra*  *10/2013 - 02/2018*   * Was responsible for delivering growth on sales numbers over previous year in the assigned territory. * Turnover of 3 Cr per month in 3 Super Distributor’s and 60 sub stockiest. * Responsible for both primary and secondary delivery for the company. * Also responsible for new product developments and proper launch.   **DIAGEO - Territory Sales Manager**  *Nagpur, Maharastra*  *06/2013 - 10/2013*   * Responsible to deliver sales in 9 districts of Nagpur HQ * Responsible to increase the market share in the assigned territory * Handled mainly HORECA (All 5 and 3 star hotels, Pubs and Clubs) channels, responsible to deliver all premium brands for high saliency * Responsible for all activation and promotions related work for brand building.   **Hindustan Unilever Ltd - Territory sales officer**  *Aurangabad, Maharastra*  *02/2011 - 05/2013*   * Handled 2 distributors in Aurangabad rural market with 4 Cr average turnover every month. * Monthly targets achievement both pc wise and catagorywise * Launched Shaktimaan and Shakti project in my teritory * Distribution of tatadocomo in less than 20 k town * Achievements and Awards: * Award for first ever RM Dream team for perfect stores for west region top 11 * Doubled the coverage (Outlets) in my territory resulting doubling business * Launched successfully SM2 project * Awarded for topping two consecutive quarters for region   **United Spirits Ltd, From Nov - Territory Sales Executive**  *Durg, Chhattisgarh*  *11/2009 - 02/2011*   * Increased market share of USL in my territory for Premium scotches and BIO brands. * Met sales targets month on month with sales growth over previous month through distribution and BTL activities. * Marketing activities for end users and brand awareness * New Brand Launches like Wines and Romonov orange Vodka   Achievements And Awards  Won Premium ka maharaja  Sold BIO in durg with growth of over 700%  **Pidilite Industries Ltd - Territory Sales Incharge**  *Nagpur*, *Maharastra*  *10/2008 - 08/2009*   * Driving sales by managing Super stockiest and Sub-stockiest channel. * Distribution drives on low saliency brands and lowering the dependency on key SKU’s. * Promotion activities for Meson’s and Carpenters for Fevicol brand awareness and usage benefits. Also done Rangeela Drawing competitions in various schools for Fevicol Rangeela Color brands.   Interests  Cooking. Traveling and reading books. Playing Pool and Snooker. |

.