**Manoj Dubey**

Senior Field Manager (Bharti Bhawan Publication)

8 + year experience in Sales and Marketing

Key Strength  
Able to deploy any situation, lead myself & others.   
Energetic, Punctual, Persistent. Deadline driven, Challenge seeker, Workaholic & Ethical.

Core Competency

Positive attitude and patient with challenging and difficult time  
Functional knowledge of Sales, services, Marketing, Team Leading, and Business Planning.

Career Summary

**Senior Field Manager - Bharati Bhawan Publisher and Distributor for Gujarat (** 4th July 2014 to till date )

**Territory Sales Manager** - in **'Vishv Books Pvt. Ltd. (Delhi Press), for Rajasthan & Gujarat**   
( 7th August.'2008th - 4TH JUN 2013)

**Job Profile :**

* Taking care of Entire Gujarat Territory.
* Driving Business Development to the organization.
* Handling the team of Sales Officer and Asst Territory Manager .
* Responsible for generating revenue through selling Company Publishing's such as School Books and general books to the Schools / distributors.
* Responsible to actively take part and manage work shop related to the product candidate is handling
* Making new clients and maintaining relationship with existing clients.
* The work is cold calling in school & distributor meeting clients taking appointments and client presentation
* Responsible for handling all the paper work and collection from the client.
* Responsible for developing sales proposal and collaborates with company multiple internal departments to help improve the quality of the product.

**Sales Officer** - in **'Dynamic Publication (Krishna Prakash)'**. Meerut  
(Sep.'06 – June ‘08)

* Was Looking for Sales & Business Development of publications of Company in the Meerut Districts.
* Responsible for effective management of handling & commitment of the product to the client.
* Generate Revenue from the existing client.
* Managing Key channels, i.e. Dealers & Retailers*.*
* Responsible for building and training the team and managing performance on an ongoing basis.
* Put quality first by maintaining and continuously improving the quality of our Sales so as to meet the targets.
* Develop sales techniques of each customer service representative to drive revenue growth.

**Sales Representative** - in **'Vishu Ad Tech'**. Meerut (Jul.'04 – Aug ‘06)

Educational Qualification

**EXAMS BOARD/ SCHOOL/ YEAR OF % OF MARKS**

**UNIVERSITY COLLEGE PASSING**

B.COM JAUNPUR UNI BIR BAHADUE SING 2002 iind Div COLLEGE

XIITH  U.P. OBRA INTERCOLLEGE 1999 IInd DIV

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XTH  U.P. SIKSHA NIKETAN 1997 IInd DIV

Personal Details

Date of Birth : 01-07-1981

Current Location : Ahmedabad (Gujarat)

Marital Status : Married

Interest

Travelling, Listening music, Surfing internet.

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Pin:-360027.  
  
  
  
  
 **Date:** **Signature:**