**To,**

**The HR, Manager of**

**The company.**

**Dear Recruiter,**

**Perhaps you are interested in hiring the post for Marketing and sales department so i believe**

**That my extensive experience in retailing, channels, direct, primary or secondary sales and**

**Marketing will be extremely valuable to your company.**

**Even I am confident that I can make a significant contribution to your company, specifically by**

**Providing excellent customer / client services to your company and i would like to offer my**

**Exemplary communication and marketing skills to your company.**

**I can be an asset to your company and i would like to meet with you to discuss your company**

**Goals and my ability to meet.**

**Thank you for your time and consideration**

**Yours Sincerely,**

**Shalesh Trivedi**

**SHALESH TRIVEDI**

**House No. 76 , Rabari Colony ,**

**Near Ranchod ji Mandir, Vastral ,**

**Ahmedabad , Gujarat – 382415.**

**Email :- shailesh.trivedi80@yahoo.com**

**Contact :- 6351746631**

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**CAREER OBJECTIVES :-**

**Seeking a middle and senior level position with reputed organization where I will get extreme**

**Innovation & ample scope of self-development.**

**CAREER HIGHLIGHT :-**

* **A competent professional experience in direct sales, retailing, & distribution**

**Channel network.**

* **Proficient at providing value added customer services by resolving trade issues &**

**Ensuring their satisfaction with the product & the service norms.**

* **Experience in organizing various promotional activities / event & escalating**

**Business, profitability & market coverage.**

**WORK EXPERIENCES :-**

**April.18 to Feb. 22 HOF Furniture systems Pvt . Ltd.**

**Job Position Sales & Mktg. Manager [ Bussiness Development ]**

**Job Profile**

* **Handling the Dealers & Distributer Network of entire Gujarat, MP, & Rajasthan state .**
* **Conceptualize and implement sales promotional activities as a part of market**

**Development and brand building.**

* **Also appointing new Dealers too.**
* **Handling the team of 4th Sales team.**
* **Has to manage &amp; enhance the sales operations independently.**
* **Handle the industrial and corporate Bulk enquiry generate the sales.**
* **Rivalary brand’s activities and cope up actions against it.**
* **Monitoring and analysing the functional performances of Dealers Points.**
* **To achieve the target – Primary & Secondary Sales.**
* **Also taking the responsibility for timely Payment collection from all channel partners.**

**Feb. 13 to Dec.17 “ Sanzyme ltd.’’ [ Food &amp; Beverage division ]**

**Job Position Zonal Business Manager**

**Job Profile**

* **Handling the Distributer and Dealers Network of entire Gujarat state .**
* **Handle the industrial and corporate Bulk enquiry & generate the sales.**
* **Has to manage &amp; enhance the sales operations independently.**
* **Handling the team of 10th SO’S**
* **Ensure timely service delivery as well as collections from the clients within**
* **the stipulated credit period while managing the distribution system of the**
* **Company and maintaining smooth operations.**
* **Taking Care of entire Gujarat & Rajasthan State’s Sales.**
* **To achieve the target - Primary & Secondary Sales.**
* **Accountability of (Key Responsibilities Area) report of team members on daily**
* **Monthly basis and forward to the corporate office.**

**June.11 to Jan.2013 “ Keya foods Pvt. Ltd. “**

**Job Position Area Sales Manager**

**Job Profile**

* **Have to manage & enhance the sales operations independently.**
* **Distributor Appointing & handling the team of 5th SO’S.**
* **Taking Care of entire State’s Sales.**
* **Handling the institution sale also.**
* **Rivalry brand’s activities and cope up actions against it.**
* **Monitoring and analysing the functional performances of Distribution Points.**
* **To achieve the target – Primary & Secondary Sales.**

**Sept 09 to May.11 “ Flourish pure foods pvt ltd “**

**Job Position Area Sales Manager**

**Job Profile**

* **Distributor Appointing & sales staff appointment as per requirement.**
* **Handling the team of 4 SO’S.**
* **Primary and secondary target achievement.**
* **Handling the institution sale also.**
* **Rivalry brand’s activities and cope up actions against it.**
* **Monitoring and analysing the functional performances of Distribution Points**
* **& Dealers Networks.**
* **Category wise set up of targets of Potential market.**
* **Taking Care of entire Gujarat Sales.**
* **4 P’S planning.**

**Jan.2005 to Aug.2009 “ Calpro food essential pvt.ltd. “**

**Job Position Sales Officer**

**Job Profile**

* **Handle distributor to achieve target sales and revenue.**
* **Pitch to corporate for tie-up and bulk deal.**
* **Liaise with cross-functional teams such as product, marketing, accounts and**
* **Customer service teams to provide quick sales experience.**
* **Developing territory and appointing distributors.**
* **Handle development of retail network.**
* **Primary and secondary targets achievement.**

**EDUCATION :-**

**Class** **University / Board** **City** **Years**

**M B A. Rajasthan university Jaipur 2001-2004**

**B A Mohan-lal-sukhadiya Udaipur 1997-2000**

**H S C Rajasthan Board Ajmer 1996-1997**

**S S C Rajasthan Board Ajmer 1994-1995**

**Subject Specilization In :-**

**Major :- Marketing { Branding , Advertisements, &amp; Sales and Distribution }**

**Minor :- Networking**

**IT SKILL :-**

**I am conversant with the MS-Office package, and comfortable using Ms-World,**

**Ms-Excel , Power Point, and Networking etc.**

**SUMMER TRAININGS :-**

**Organization :- Mordi Textiles & Processors Ltd. [ LN J Group ]**

**Subject :- Synthetic Yarn Fabric**

**Period :- 2 months**

**Location :- Banswara [ Raj. ]**

**EXTRA CURRICULER ACTIVITTES :-**

* **A level certificate of NCC**
* **Being as a Captain of under 19th “ Cricket Tournament ” at Dist. Level**
* **Being a team leader for “ National Youth Festivals “at Bramakumari Aashram , at Mount-Aabu .**

**PERSONAL DETAIL :-**

**Date of Birth :- 2nd July 1980**

**Father Name :- Mr. I S Trivedi**

**Language known :- Hindi , English , Guajarati , & Sanskrit**

**Civil Status :- Married**