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AMIT PATIL

PROFESSIONAL SUMMARY

A Sales thought person who believes in power of Positivity with a ground reality. Experience in FMCG domain with handling General Trade market , Modern Format Stores and E-commerce Bussiness. Skilled in Strategic planning, Team handling, Operation and Relationship Building.

PROFESSIONAL EXPERIENCE:

DEC'20 – Present

Adani Wilmar Pvt Ltd

Area sales executive – Modern Format Stores & E-commerce “NOV 21 – Present ”

- Managed Chain wise Product wise Primary and Secondary sales of Gujrat Territory
- Communicated with category, Regional and Strategic manager for developing Business PO.
- Monitor and analyze the performance and Fill Rate of each key Accounts.
- Adressing Assortment Gaps by Ensuring Registration , mapping, linking and availability across chains & formats regional and national KAM
- Trade Promotion Optimization, Designing, Planning and Implementation of consumer and Trade Promotional activities
- Build a good Bussines terms in market as well Monitor the performance of team members, Pramotor in his area of responsibility
- Handling Gujrat state with a bussines of (1800 MT) & taking care of E-commerce platforms and 153 Modern Format stores.

MODERN FORMAT STORES – JAN 23 – PRESENT

- Handling **MADHYA PRADESH & CHHATISGARH** Territory also along with the Gujrat
- Monitoring and handling the Ecommerce, B2C & B2B business for the assigned territories
- Taking care of 600 MT business for MP & CG
- Responsible for the business growth of 171 Modern format stores for MP & CG
- Working on soya campaign for Indore Region to compete with local brands like – Damani, kirti and Madhuri.

Area sales executive – General Trade “DEC 20 – OCT 21”

- Responsible for Primary and Secondary of GTM and NON – GTM Towns of Chattisgarh Territory.
- Ensure that KPI (Eco, Lppc, Productivity,Tlstd) will be properly done in market By Team
- Ensure the proper and correct execution of sales, discounts and trading terms determined by the company.
- Responsible for managing, appointing Distributors as well supervising distribution network thru distributors of assigned territory
- Handling 12 Districts including 42 distributors of Chhatisgarh with a business of 6 CR (490 MT Volume)

INDUSTRIAL EXPOSURE:

Shopkirana Empowering Retailers

Internship Trainee – “MAY 2019 – JUNE 2019

- Will be Responsible for Sales of FMCG products of Shopkirana at Indore
- Have Launched and Introduced New Products in the Portfolio of Shopkirana
- Added 150 + Retail Outlets and added Fssai certificates to older once
- Rectified LEG, HEG and SS outlet in the books of Shopkirana
- Increase the depth and width of Retailers

Pinnacle Industries Ltd

Graduate Engineer Trainee – Sales and Marketing “JUN 17 – OCT 17”

- Managed Bussines of Eicher, Ashok Leyland, Man Trucks and Daimler
- Planning and execution of Buses and Trucks Interiors and Vehicle seating
- Co-ordinate with Team of Each department conceptualisation, Design and Development of Seats.
- Closed Touched with Manufacturing and Robotics Department units
- Inventory Control in Industry by optimizing Lean manufacturing

Volvo And Eicher Commercial Vehicle

Internship Engineer Trainee – “Aug 16 – Sep 16”

- Working as trainee in LMD (Light and Medium Duty) Cab Trim System of Eicher
- Learning of How engine components work Robotics in LMD vehicles
- Inpection of Transmission operation and mechanical operation
- Working on cable Harness and Looms for Trucks

EDUCATIONAL QUALIFICAYIONS

Completed **MBA (MARKETING MANAGEMENT)** from Institute of Management Studies, Devi Ahilya Vishvavidyalaya, Indore Secured 7.06 CGPA

- **B.E (MECHANICAL ENGINEERING)** in 2017 from CHAMELI DEVI SCHOOL OF ENGINEERING, INDORE secured 64.70%.
- **H.S.C.E** in 2013 from Diamond Higher Secondary School, Indore secured 69.6%.
- **S.S.C.E** in 2010 from Bright Higher Secondary School, Indore secured 57.3%.

ACHIEVEMENTS AND CERTIFICATIONS

- SIX SIGMA GREEN BELT CERTIFIED.
- GO TO MARKET CERTIFIED BY ADANI GROUP
- PERFORMED AS A YOUNG ENTREPRENEUR Organised by NATIONAL ENTREPRENEUR NETWORK(WADHWANI FOUNDATION).
- PARTICIPATED IN SWEDEN-INDIA NOBEL MEMORIAL QUIZ Organised by INDIAN INSTITUTE OF MANAGEMENT,INDORE.
- RUNNER UP IN ROBOT RACE Organised by CITRONICS(A NATIONAL LEVEL TECHNO-MANAGEMENT FEST) .

PERSONAL INFORMATION

Date of birth : 12th June 1995

Gender : Male

Nationality : Indian

Linguistic Abilities : Articulate in English and Hindi (Verbal and Written Skills)

Father Name : Kishore Patil

Mother Name : Rekha Patil

Strenghts : Patience, Team building and Managing

Hobbies : cooking, Travelling

Declaration

I hereby declare that all the information given by me is true to the best of my knowledge.

DATE

AMIT PATIL

