**KALPESH J.GOSWAMI**

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| **E-mail:**dpkraj2005hll@gmail.com | **Address:**G-301, Vrudavan Vihar,  Opp RAF Camp, Ring Road ,  Vastral , Ahmedabad-382418 |
| **Contact:**07046164585 |  |
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| **Objective: To Excel high in the competitive world.** |

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| **Educational Qualification:** |

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| Course Name | College/School | University | Year | Percentage |
| SSC | Gayatri High school | G.S.E.B. | 1999 | 63.83 |
| HSC | Shah H.D. High school | G.S.E.B | 2001 | 55.83 |
| Bcom | HMVC, Una | Saurashtra Uni. | 2004 | 62.71 |

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| **Experience details:** |

**Patanjali Ayurved Limited,**

**Job Profile:Sinior Sales Officer**

**Job location: Ahmedabad**

**Duration: 01/08/2017 To Till Date**

**Job responsibilities:**

* Achieving sales target, sales promotions, and Monitoring of Daily market activity
* Keeping Market Hygiene
* To implement the area growth agenda and plans
* Identify the key growth drivers in form of key SKU's, key geographies, and key channels to bring additional secondary sales in form of delta to the com

**Metro Cash And Carry**

**Job profile: Assistant Manager**

**Job location: Ahmedabad**

**Duration: 21/11/2016 to 30/07/2017**

**Job responsibilities:**

* Sales Management: - Sales planning and forecasting, implementation, supervision, administration, control and monitoring
* Monitoring competitor's activity, tracking daily sales and monitoring the effectiveness of secondary schemes
* Achieving sales target, sales promotions, and Monitoring of Daily market activity
* Keeping Market Hygiene
* To implement the area growth agenda and plans
* Identify the key growth drivers in form of key SKU's, key geographies, and key channels to bring additional secondary sales in form of delta to the company

**HINDUSTAN UNILEVER LTD.**

**Job profile: Territory Sales officer**

**Job location:** Raigarh

**Duration: 21/06/2012 to T0 23/10/2015**

**Job location:** Goa (Madgaon)

**Duration:1/11/2010 to to 20/06/2012**

**Job responsibilities:**

* Handling 3 distributor with the monthly turnover of Rs.1.2cr Planning of Coverage, Visibility and Availability Growth
* Sales Management: - Sales planning and forecasting, implementation, supervision, administration, control and monitoring
* Monitoring competitor's activity, tracking daily sales and monitoring the effectiveness of secondary schemes
* Achieving sales target, sales promotions, and Monitoring of Daily market activity report of all the towns
* Keeping Market Hygiene
* To implement the area growth agenda and plans in my territory
* Territory Growth Planning: - Identify the key growth drivers in form of key SKU's, key geographies, and key channels to bring additional secondary sales in form of delta to the company

**Achievements:**

* **Goa Territory had one RS when I joined and I left Goa with 45% of revenue growth with also improving the distribution system by adding 3 more RS in the system for Goa.**
* **Also established a set RS for HUL in lonavalaand now growing market with regular 10%**

**Previous Company Name:** PARLE PRODUCT PVT.LTD.

**Job profile:** Sales officer

**Job location:** Mira Road to Dahanu

**Duration:** 19/2/2010 to 30/10/2010

**Job responsibilities:**

* Handling 5 distributor with the monthly turnover of Rs.1.5cr
* Handling sales team of 9 salesman (off roll)
* Planning and achieving target in decide time frame SR wise, Distributor wise,
* Product wise
* focus brand activity per month on decided focus products
* Responsible for key outlet of Exclusive Parle Shop
* Review of Sales team and Distributor
* Planning of Coverage, Visibility and Availability Growth

**Previous Company Name:** HATSUN AGRO PRODUCT LTD.

**Job profile:** Territory Sales In-charge

**Job location:** South ``Mumbai, Western Track

**Duration:** 01/02/09 to 15/02/10

**Job responsibilities:**

* Appointment of Distributor.
* Distributor’s Sales Team Management and Sales Planning.
* Planning and Implement of Primary and Secondary Sales.
* Motivate and Train to Distributor’s Salesman Planning of Coverage, Visibility and Availability

**Previous Company Name: P&G**

**Job profile: Team Leader**

**Job location: Andheri to Bandra**

**Duration: 02/12/2006 to 31/12/2008**

**Job responsibilities:**

* Sales Planning
* Retail selling
* Management of Sales Team
* Visibility Planning

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| **Personal Details:** |

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| **Name** | Kalpesh Goswami |
| **D.O.B** | 30 September 1983 |
| **Nationality** | Indian |
| **Languages Known** | English, Hindi, Gujarati and Marathi |
| **Marital Status** | Married |
| **Gender** | Male |
| **Hobbies** | Reading, Sports, Music, |

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| **About Me: I am punctual , eager to learn and a team person** |

Kalpesh Goswami