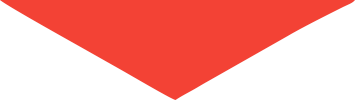


Krunal Chauhan

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|  |  |
| --- | --- |
| Bjective  **Academic Details** | Sales professional with 6.5+ years’ experience in Modern Trade, proven Market Knowledge and Relationships to effectively fill the Key Account role in your company.  **G.U.J**  M.A, 6.1, 2016  P.G.D.C.A, 7.4, 2016  **G.U.J**  B.A, 58.07%, 2014 |
| **Work Experience** | **Fit &Felx ( NIVA NUTRIFOOD LLP )** |

Sales Officer, Oct2019,

Role:

Handling all Regional Chain, National chain (B2B & B2C), E-Com like Big bazaar,D’mart , Reliance C&C, Metro C&C, Tesco, Apollo Pharmacy, Big basket, Grofers, Cloudtail And Osia.

Handling 1 distributors And C&F inGujarat area.

Working on Reports like S&S, Fill Rate, Monthly Report, Brand Wise Sales, Account Wise Target Vs Achievement, Projection, Team Target Vs Achievement. Claims.

**Piramal Enterprises LTD**

Territory Sales Officer, May 2018 - Oct 2019

Role:

Handling all Regional Chain, National chain (B2B & B2C), E-Com like Big bazaar, D’mart , Reliance C&C, Metro C&C, Tesco, Apollo Pharmacy, Big basket, Grofers, Cloudtail And Osia.

Handling 2 Promoter.

Handling 1 distributors And C&F in Gujarat area.

Working on Reports like S&S, Fill Rate, Monthly Report, Brand Wise Sales, Account Wise Target Vs Achievement, Projection, Team Target Vs Achievement. Claims.

**The Himalaya Drug Company.**

ISR, April 2015 – Dec 2017

Role: Taking PO

Responsible for business development And Visibility in South Gujarat territory

Handling 1 distributors Secondary in South Gujarat area. Working on Reports like Secondary Report, Fill Rate, Visibility Report.

**Henko Ltd.**

Aug 2014 - Mar 2015

Role: Marchander,Visibility Report.

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Field of Interest**Sales And Marketing - FMCG(MT)   |  |  |  | | --- | --- | --- | | **Skills** | Technical Skills | | | MS Office Excel, PowerPoint,Word,Etc. |  | |  | Technical Skills |   Managerial Skills    Team Handling,  Problem Solving   |  |  | | --- | --- | | **Industrial**  **Exposure**  **CurricularActivities**  **Strength**  **Hobbies**  **Declaration**  Date :  Place : Ahmadabad | **Industrial Visit at:**  Navneet Publication Ltd  **Extra-Curricular**  Social Service  Goal-Oriented  Self-Motivated  Travelling  Surfing Net  I Here by declare that the above furnished information is authentic to the best of my knowledge. |   ( Krunal Chauhan )   |  |  | | --- | --- | |  |  | |  |