**CURRICULUM VITAE**

Yashwant Chobisa

(B.Tech in E.C.E)

|  |  |
| --- | --- |
| **Email :** Chobisa.Yash@Gmail.com |  |

**Address:** A-509,Shyam Kutir-2, Opp Ambulance services,Nava Naroda, Ahmedabad.

**Mobile:** +919662442369

**Career Objective**

To obtain a challenging position in an reputed organization where I can put forth the best of my knowledge and experiences for the growth of the organization.

**Academic Credentials**

|  |  |  |  |
| --- | --- | --- | --- |
| **B.Tech (E.C.E)** | Rajasthan Technical University, Kota | 64.20% |  |
| **Intermediate** | Rajasthan Board Of Secondary Education | 65.24% |  |
| **SSC** | Rajasthan Board Of Secondary Education | 69.50% |  |

**Role**

**Summary:**

**Roles & Responsibilities:**

* + Handling & Monitoring General Trade,
  + Prepare roadmap independently and ability to exceed primary and secondary **sales** targets through distributors & **sales** team month on month.
  + Meeting volume and value objectives of the assigned territory within budget, time and policy parameters through efficient control of the distributor network and staff.
  + Guiding the Business Development Officers to appoint and sustain profitable distributor partners.
  + Staff recruitment.
  + Target based performance.
  + Distributor appointment

Technical Skills:

* Extensive knowledge of MSOffice, PowerPoint, Excel.
* Proficient in operating tools like Windows XP/NT, Vista, Win 7.

**Professional Experience**:

1. Post: **Area Sales Executive**  
   Organization. : Hitachi Home & Life Solutions (I) Ltd.  
   Duration: 3- March 2011 – 07/03/2013  
   **Roles and Responsibilities:**

Products-Refrigerator & Air conditioners

Managing Dealer sales channel.

Distributor Management,

B2B

Renewal of AMCs.

Distribution Management

Management of inventory

Handling customer complaints.

1. Post: **Sr. Territory Manager**  
   Organization. : Future Retail Ltd.  
   Duration: 15- June 2014 – 25/05/2016

Products-Air conditioners, LED TV’s & Kitchen Appliances

Getting new Clients on Board, negotiating on pricing, profit margin, Payment terms etc.

Achieving the monthly Sales target.

Achieve the planned sales volume, profitability, revenue, market execution and customer service objectives.

Monitors sales volume, product selling price, supply and demand trends, economic indicators and competitor’s sales strategies to enhance the Company’s sales success

1. Post: Sr. Territory Manager

Organization-Future Consumer Limited

Duration-06/10/2016-Present

Products- FMCG products

* Appointing new Distributors.
* Analyzing market trends, pricing and competitor's movement & maintaining **Sales** performance.
* Handling and Managing **Sales** Team & Distributors. Ensuring Achievement of Targets.
* Should be able to appoint **sales** force
* Participating in various exhibitions & events.
* Developing Strong relationship with Key customers & Trade Partners.
* Preparing indent & ensuring availability of material with coordination with Commercial & Logistic Department.
* MIS reports in all **sales** channels

**Personal Information**

|  |  |  |
| --- | --- | --- |
| **Date of Birth** | : | **09-06-1989** |
| **Gender** | : | **Male** |
| **Marital Status** | : | **Married** |
| **Father's Name** | : | Mr. K.S Chobisa |
| **Languages known** | : | **English, Hindi.** |
| **Hobbies** | : | Playing Computer Games, Listening to Music, watching movies. |
|  |  |  |
|  |  |  |

**Declaration**

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

**Date:**  June 2018

**YashwantChobisa**