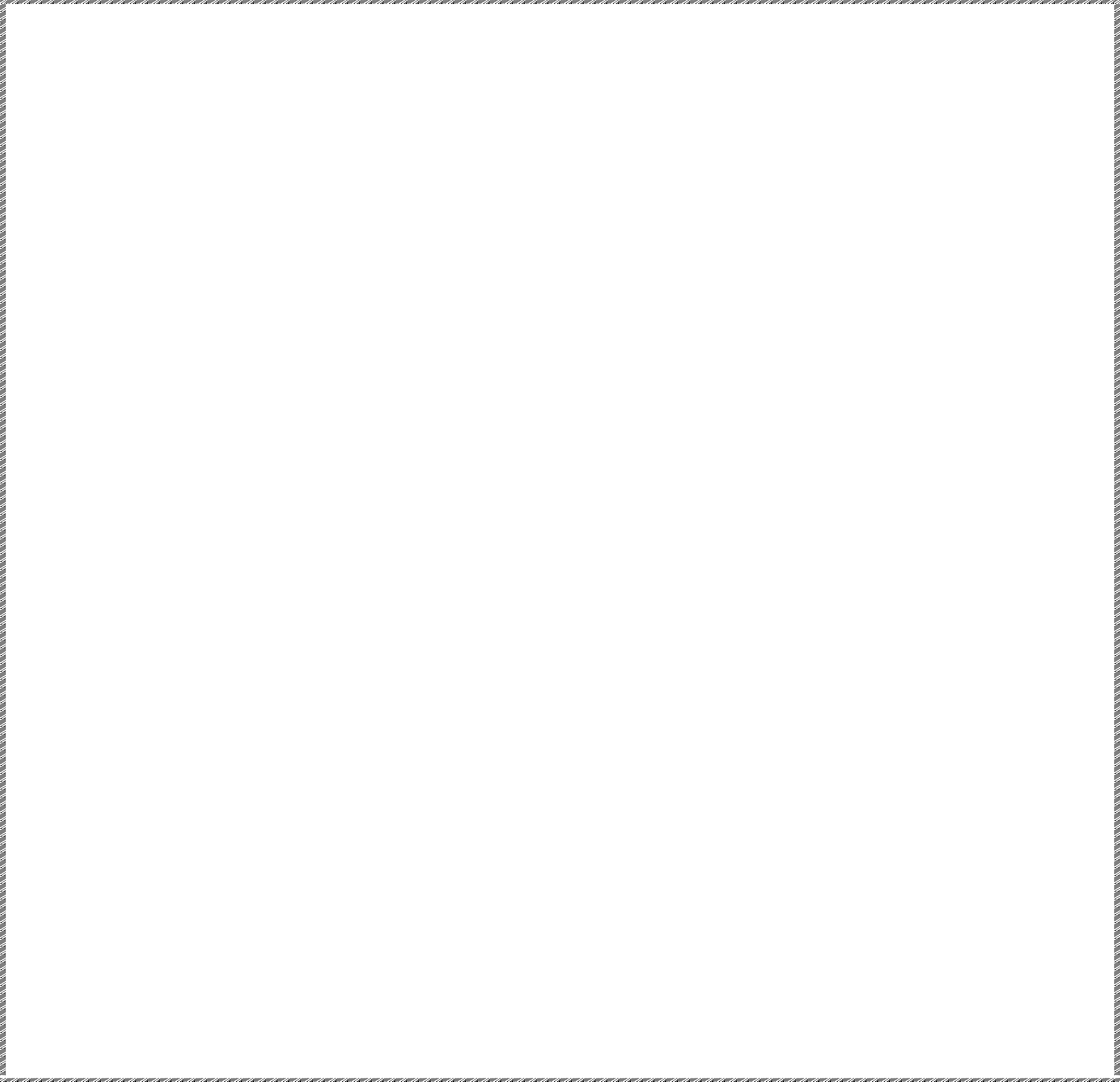
**IMRAN HUSAIN**



#### Mobile: +91- 8601177786

**e-mail:** [**mailtoimranhusain@gmail.com**](mailto:mailtoimranhusain@gmail.com)

**Middle level assignments in Sales & distribution Management with a brand of high repute**

##### *Career Synopsis*

**Business Development**

**Sales & Marketing**

**Strategy Planning**

* Dynamic professional **with over 4 years** of experience in Marketing, Sales and Relationship Management.
* A proactive leader and planner with expertise in strategic planning and market planning with skills in targeted marketing.
* Well organized with track record that demonstrates self-motivation, creativity, and initiative to achieve goals.
* Adept in managing overall profitability of the operations and accountable for strategic utilization and deployment of the available resources to achieve organizational objectives.
* Strong organizer, motivator, team player and a decisive leader with successful track record in directing from concept through implementation to handle the diverse market dynamics.

**Competencies Overview**

 Forecasting and planning sales product-wise / Area-wise.

##  Built and developed distribution network for sales in the. Achieved volume development and customer satisfaction in assigned territory.

 Creating and sustaining a dynamic environment that fosters development opportunities and motivates high performance amongst team.

##### *Employment History*

**Apr.2014 to Dec 2014**

**DEO/ Store Keeper , Lucknow BALRAM AGENCY ( *A Pepsico India Distributer*)**

 Daily Online billing on SAP

 Maintain Stock and Balance Ledger.

 Handling Purchase Invoice & Sale Invoice

**Apr.2016 to till date (At *COCACOLA* Depot)**

# Depot Manager , Lucknow

 Handling **Direct** and i**ndirect** Rout Opreation .

###  One Direcet Depot handling with **6** rout salesmen .

 Responsible for **revenue and profit generation** through direct and indirect opration.

###  Handling **1** Rural Devlepor and **5** market developers..

**Accountabilities: (Sales Accountabilities)**

 Handling Indirect distribution,

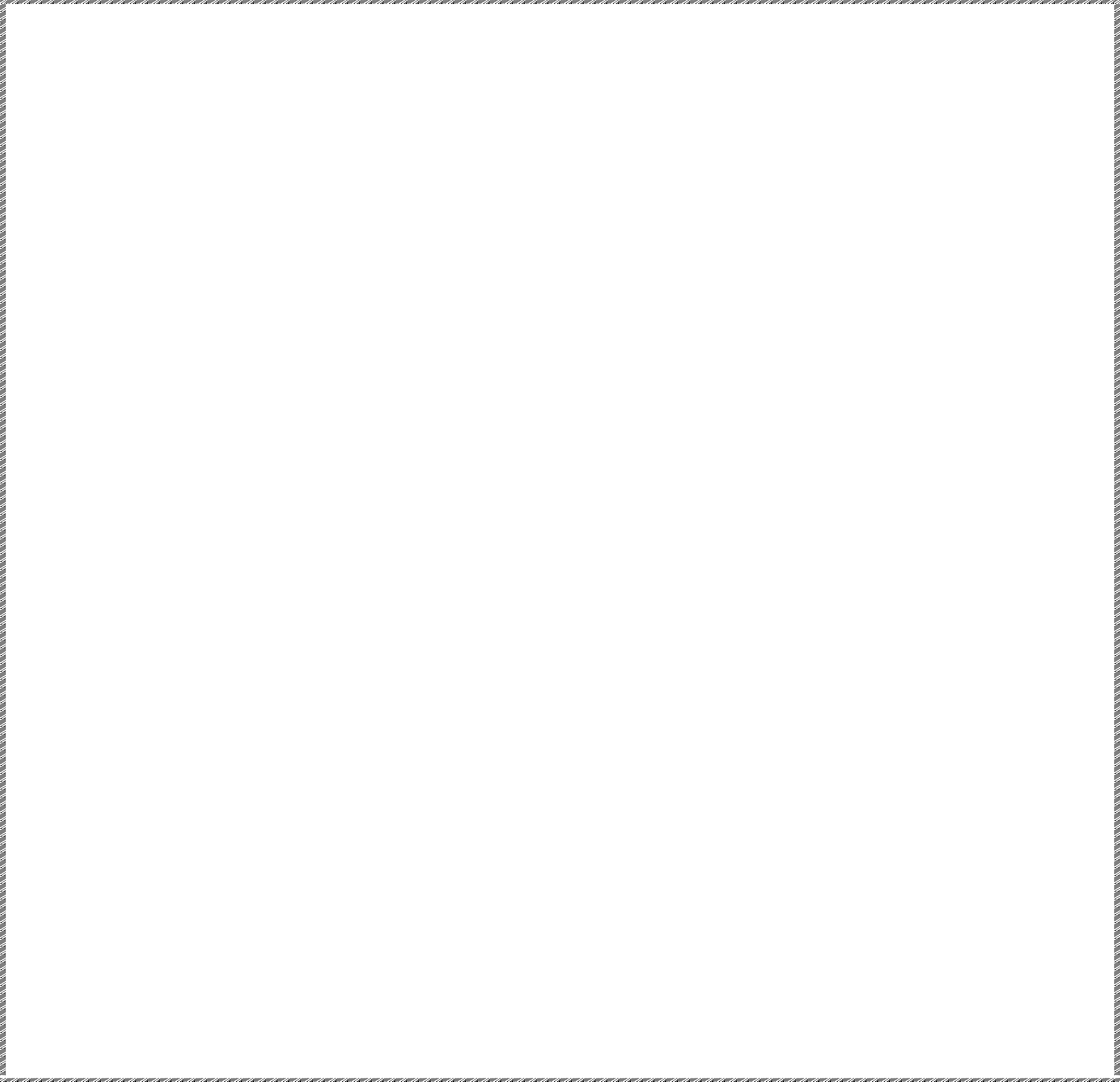
 Achieving sec.& primary sales target for self and team.

 Developing sales plan

 sales promotion activities.

 Regularly monitoring sales and marketing activities to achieve sales target of the area assigned.

**(Computer Accountabilities)**



 **Ms- Excel :-** Advanced Formula, Tables & Formatting, Pivot tables & Pivot Reporting. Etc.

 **Ms- Office :-** PowerPoint, **Microsoft** Access, QuickBooks, Email, Web and Social Skills.

## Graphic and Writing Skills.

 **Tally, Busy** All version.

###  Adobe Photoshop, Corel Draw, Page Maker

 Basic knowledge of Computer Hardware

##### *Scholastics*

**10th** from ICSE Board in 2012

**12th** from UP Board in 2014

**BSC** from , Kanpur University in 2017

***Personal Dossier***

### Father’s name : Sarwar Husain Date of Birth : 29th May, 1995 Languages Known : English & Hindi

Address : H.No. 3 Nishatganj Lucknow,U.P. Marital status : Married

# Declaration

### I hereby declare that the particulars mentioned above are true and correct to the best of my knowledge and belief.

#### Date :..…/…..…/………..…

**Place :…………….**

**(IMRAN HUSIAN)**