

Dinesh Vitthalrao Jangapalle  
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Personal details

Gender  
Male

Date of Birth  
1989-04-12

Marital Status  
married

Language: English,  
Hindi, Marathi

DRIVING LICENCE-  
DL NO MH24

ADDHAARNO -  
965492019075

Passport number  
U2132811

Permanent address India  
Katraj , Pune  
411046

PAN CARD-  
AVZPJ6163BA

Career objective

**My Goal is to Be Associated With A Company Where I Can Utilize My Skills And Gain Further Experience While Enhancing The Company Productivity And Reputation.**

Key Responsibilities

- ✓ Develop and implement effective sales strategies to achieve revenue targets and business objectives.
- ✓ Lead and manage a high-performing IT Sales team, providing guidance, coaching, and mentorship to team members.
- ✓ Cultivate and maintain strong relationships with key clients, understanding their business needs and proposing relevant IT solutions.
- ✓ Collaborate with cross-functional teams, including marketing and product development, to align sales efforts with overall business goals.
- ✓ Analyze market trends, competitor activities, and customer feedback to identify opportunities and threats, making recommendations for strategic adjustments.
- ✓ Monitor and report on sales performance metrics, providing regular updates to senior management

- Bachelor's degree in Business, Marketing, or a related field.
- Strong leadership and team management skills.
- Excellent communication and interpersonal skills, with the ability to build and maintain relationships at all levels.
- In-depth knowledge of **IT products, FMCG retail , automobile ,Polyplast** and services.

### Experience

| <i><b>YEAR</b></i>                        | <i><b>NAME OF THE COMPANY</b></i>                     | <i><b>DESIGNATION</b></i>            | <i><b>LOCATION</b></i>              | <i><b>INDUSTRY</b></i>   | <i><b>YEAR OF EXP</b></i>   |
|---|---|--------------------------------------|-------------------------------------|--------------------------|-----------------------------|
| <i><b>May 2023</b></i>                    | <i><b>Vivek Polyplast India Pvt. Ltd , Mumbai</b></i> | <i><b>Safety Manager</b></i>         | <i><b>Pune, Mumbai</b></i>          | <i><b>Polyplast</b></i>  | <i><b>30 March 2024</b></i> |
| <i><b>2 Sep 2016 to 5 April 2023</b></i>  | <i><b>Anil MOTERS Pvt Ltd, Latur</b></i>              | <i><b>GENRAL MANAGER Manager</b></i> | <i><b>Pune, latur ,solapur</b></i>  | <i><b>Automobile</b></i> | <i><b>5 Year</b></i>        |
| <i><b>Jun 14- 2014 To aug 11-2016</b></i> | <i><b>Marico</b></i>                                  | <i><b>Area Sales Manager</b></i>     | <i><b>Pune,Latur ,Osmanabad</b></i> | <i><b>FMCG</b></i>       | <i><b>2 Year</b></i>        |

### Graduation project

Name of Company/Institute): Mahananda Milk Dairy (Government Recognized)

ProjectTitle : Operation Admin & Team Leader .

Location : Latur

### Post- graduation project

Name of Company/Institute): G Microsystems

Project Title : A Study of Market Survey and Analysis of Customer

Satisfaction Location : Latur ,Solapur & All Pune Area

### Awards & achievements

- Awarded A Best PowerPoint Presentation For Marketing Management Subject.
- Awarded By Vivek Sawant (Ceo) Twice For Best Marathwada East Employee in Mkcl, Latur.

- **Achievement for Ethics Law as National Seminar presentation.**
- **Being A Part Of Digital India Spread A Knowledge For Rural area**

### **Technical skills**

- **Tally**
- **Ms - office**
- **MS - CIT**
- **DTP**
- **SCRATCH PROGRAMMING**
- **HARDWARE NETWORKING**

### **EDUCATIONAL DETAILS**

| <b>QUALIFICATION</b> | <b>INSTITUTE</b>                      | <b>UNIVERSITY/ BOARD</b> | <b>YEAR OF PASSING</b> | <b>PERCENTAGE %</b> |
|----------------------|---------------------------------------|--------------------------|------------------------|---------------------|
| <b>MBA</b>           | <b>Sinhgad Business School</b>        | <b>Pune University</b>   | <b>13-01-2015</b>      | <b>49%</b>          |
| <b>BBA</b>           | <b>Dcc Latur</b>                      | <b>Srtmu Nanded</b>      | <b>18-06-2012</b>      | <b>56.25%</b>       |
| <b>HSC</b>           | <b>Dcc Latur</b>                      | <b>Latur</b>             | <b>2007</b>            | <b>47.83%</b>       |
| <b>SSC</b>           | <b>Shri Keshavraj Vidyalaya,Latur</b> | <b>Latur</b>             | <b>2005</b>            | <b>41.87%</b>       |

### Required Details:

1. Total Exp: I have 09 year experience
2. Exp in retail Sales: 07 year
3. Exp in automobiles companies: 5 year
4. Current Role: Area sales manager
5. Yearly target achieved: 20cr to 30cr
6. Current CTC: 7.2
7. Exp CTC:
8. Notice Period (LWD):
9. Reason for change:
10. Current location: Pune
11. Preferred Job location (Mumbai/Pune/all maharashtra)

I Am Interested In Applying For Above Job As I Believe My Substantial Experience in *marico PVT LTD*  
Combined With my Knowledge Of The FMCG Sector Will Be Of Particular Benefit To Your organization.

### Declaration

Declare that all the above information furnished by me is true to the best of my knowledge.

Date: