**MANISH KUMAR GAUTAM**

House No.102, Village/Post-Bairahana, Distric- SATNA, MADHYA PRADESH - 485226

**Contact:** +91-9589575666, 7974588142; **Email:** gautamjee92@gmail.com

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**OBJECTIVE**

*Seeking challenging assignments with an organization of repute across the industry across* ***SALES & MARKETING***

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**SUMMARY OF SKILLSE**

* Competent and diligent professional with an experience of 3.5 years **in the field of Sales & marketing**; worked as  **Field officer walith Johndeer india pvt.ltd.**  Having a keen interest and skills in **Automobile Design in Auto cad 2D&3D and Mechanical Machines**

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**PROFESSIONAL EXPERIENCE**

**1.Escort limited Jabalpur location**

**August -2016 TO April 2017**

**As a Project officer (SALES & marketing)**

**2.JOHNDEERE INDIA PVT. LTD Jabalpur location.**

**06 - 2013 TO 08-2016**

**Field officer (sales & marketing)**

**KEY RESPONCEBILITY**

* Collection of the RTO data and analysis to organize the deferent field activities

As per area need like Mission Command, Demo, Open Challenges. Combing,

Road Show, Customer meets etc

To organize the deferent field activities for the generation of prospects and

* Conversion like Service Camp Demo.
* To analysis the competitors figure and find the percentage of market share and

to make strategies for increasing the market share.

* To achieve the target of deliveries and retail in assigned My Territory.
* To visit different banks for retail as early as possible.
* To visit different institute/organization etc for Institutional sale Like Nagar

Palika Tenders.

* Appointment of New Dealers as per Our Coverage Area.
* To Provide Salesman Training Through E-Learning.
* New Product Launching
* To Conduct Training To Customers & Salesman About New Features of our

Product

**EXTRA KEY RESPONCEBILITY**

* Provides analytical support to the Head of Retail and continually improves our financial systems and data.
* Works with the local retail team to produce robust budgets and forecasts for all sales and cost areas

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**EDUCATIONAL CREDENTIALS**

**DIPLOMA (Mechanical Engineering), 2013**

Government Polytechnic College Umaria : University- RGPV, BHOPAL WITH- 74%

**Intermediate; 2009**

MP Board SE; 49.2%

**Matriculation; 2007**

MP Board SE; 73.3%

**Certification**

Completed certified Design Course of AUTOCAD 2D&3D FROM CMC DANKUNI, HUGLI, WEST BENGAL

**Technical Skills**

AUTO CAD, MS Office and Internet Applications

**Declaration:**

I hereby declare that the information mentioned above is true to the best of my knowledge.

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**Date of Birth:** 4 JUNE 1992 **References:** Available on request