### NAME :- BHISHMA NARAYAN PANDEY

**Email-id :-** bhishmapandey4@gmail.com

**(M)+91 :-** 7389950570,9454693369

**Address :- JANAKI NAGAR COLONY,SAMNEGHAT,LANKA,VARANASI-221005**

|  |
| --- |
| **CAREER OBJECTIVE** |
| * To work with an organization which gives me ample opportunity to learn and grow along with the organization and to prove myself worth of shouldering the responsibilities assigned to me and meeting such challenges. |

# PROFESIONAL EXPERIENCE: -

**Assistant sales manager in Tata Hitachi Construction Machinery Company limited in Varanasi, Uttar Pradesh (From march-2020 to Till Days).**

**Key Responsibilities:-**

Responsible for planning and strategising the promotional plans as per the demands of the Branch and Regional teams. Also responsible for smooth conduct of Product launches, demos, road shows, Banners and posters for promotion. All with budget constraints that needs to be adhered to and get necessary buy in’s from the dealers explaining the pros and cons of the event.

**Sr. Territory Manager in (ACE) Action construction equipment limited in Varanasi, Uttar Pradesh (From June-2018 to Feb.-2020).**

**Former Territory Manager in International tractors limited (sonalika group of companies) in Dhar, Madhya Pradesh (From march-2018 to may-2018).**

**Key Responsibilities: -**

1. Improve sales volume at dealership in the respective territories.

2. DSP management:-

- Delivery & Hot prospect (HP) target setting and reviewing them on weekly basis.

- Open HP Review with DSP and Dealership Manager.

3. Dealership Handling:-

- Ensure proper DMS co-ordination at Dealership and required Model stock availability as per plan.

- Dealer Funding Management.

- Appointment quality of manpower for increasing productivities and ensure dsp coaching & motivation time to time.

4. Updating dealers about the change in product price and new product launch.

5. Ensure Conversion of HP to Delivery.

6. Ensure generation of HP in Weaker regions.

7. Various Field activities in filed for attract more customers.

8. Attending meetings and monthly closing at Area office.

9. Customer query resolution.

**Former Field Officer in International tractors limited (sonalika group of companies) in Sakti & Raigarh, Chhatisgarh (from April-2016 to feb.-2018).**

**Sales Executive Trainee at Sonalika authorized Dealership in Indor, Madhya Pradesh (from july-2015 to feb.-2016).**

**Basic knowledge of activity as like:-**

* Mega Combing.
* Carpet bombarding.
* Demonstration.
* Service Camp.
* Kissan gosthi.
* Conversion Follow Up.
* Bursting
* Agriculture Fairs.
* Planning & Execution.
* Interaction With Customer.
* To Maintain The DPR.

|  |
| --- |
| **QUALIFICATIONS** |
| |  |  |  |  | | --- | --- | --- | --- | | **2014** | **B.Tech( UPTU)**(Electrical &Electronics) B.I.E.T,Meerut | **71.75%** | | | **2009** | **Senior Secondary Examination(**U.P BOARD) | **63%** | | | **2007** | **Higher Secondary Examination(BSEB BOARD )** | | **61.8%** | | |

|  |
| --- |
| **Certified Qualifications** |
| * LANGUAGE C, C++. * 2ND POSITION IN CRICKET (2010-2011). |

|  |
| --- |
| **SUMMER INTERNSHIP/ INDUSTRIAL TRAINING** |
| |  |  | | --- | --- | | * **EMU Car Shed Ghaziabad (6 Weeks).** |  | | * **Project under taken at college (High frequency Remote system)-it means use for application which could identify devices to control through Remote system.** |  | |  | | |

|  |
| --- |
| **SKILL SET** |
| **Operating Systems:**  Windows 7, XP,  **Business Applications:**  Proficient in MS Excel, MS PowerPoint and MS Word.  **Languages:**   * + C |

**STRENGTHS**

* Ability to work in a team and individual environment.
* Hard working and Vision for growth.
* Good convincing skills.
* Good analytical and problem-solving skills.
* Passionate about my work

|  |
| --- |
| **PERSONAL DETAILS** |
| Date of birth -: 01-01-1992  Nationality -: Indian  Gender -: Male  Father’s name -:Mr.Shyam Bihari Pandey  Languages Proficiency -:Hindi & English  Marital Status -: Married  Permanent Address - :Vill:-Diyan, Po: -Ramgarh  PS: -Mohania  DIST: -Kaimur, (Bihar) |



**DECLERATION**

I hereby declare that the details provided by me in this resume are correct and I have knowingly not omitted/ misrepresented any information.

Date: -25/09/2020 Bhishma Narayan Pandey

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Place: -Varanasi (Signature)