

**Purshottam Prakash Shukla**

C-32

Rajeev nagar

Yashoda Nagar

Kanpur - 208011

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**Career Objective :**

To work in a challenging environment with a good team spirit and put my best efforts with a keen desire for betterment and success of the work place and the organization.

**Professional Experience:**  Present Employer

**Adsun Lighting Pvt. Ltd.**

From 1st November to till date.

Position Area Sales Manager Reporting to GM Handling

Area Kanpur and Kanpur Surrounding 13 Districts And Handling Areas SS, Lucknow, Basti, Gorakhpur, Jhansi, Allahabad,Raebareli, Ballia.

Handling SS, Distributor And Dealers. Handling Lister Lighting.

**Khaitan Avaante International Co.**

1 December 2020 to October 2021

Position Area Sales Manager Reporting to GM Handling Areas Kanpur & Kanpur surrounding Lucknow, Allahabad, Varanasi, Jhansi, Gorakhpur.

Handling Distributors &

Dealers. Handling Khaitan , Lightings & Appliances.

**Khaitan Electricals Appliances**From: 1st June 2017 to 30th November 2020. Position: Area Sales Manager Reporting to BM.

Handling Areas Kanpur & Kanpur surrounding

Lucknow,Allahabad,Varanasi,Jhansi, Gorakhpur.

Handling Distributors & Dealers. Handling Khaitan Fans, Appliances & Lightings.

**Khaitan Electricals Ltd.** From : 1st Jan to 31st May 2017.

Position: Area Sales

Manager Reporting to GM North.

Handling Areas Kanpur,Lucknow,Allahabad,Varanasi,Jhansi, Gorakhpur.

Handling Distributors & Dealers. Handling Fans

Lightings & LED products.

**UshaShriram Enterprises pvt.**

**Ltd.**

From : 27th May 2016 to 14th

December2016 Position : Territory Sr.Sales Officer - Kanpur.

Reporting to:AGM & Division business manager New Delhi.

**JobProfile/ Key Responsibilities**

* Handling Kanpur Headquarter with the help of 1SS and also with the help of 40 sub-dealers in Kanpur and it's surrounding area in Allahabad and Lucknow with one distributor each & Jhansi of 10 dealers handling sub- dealers lighting products.
* Maintaining good relations with distributors,dealers and company.
* Achieving target effectively every month.
* Applying FIFO method at distributor level and retailers also.
* Also taking care of after sales service at retailers as well as distributor level.

**Professional Exprience:**

Khaitan Electricals Ltd. Kanpur

From 10th July 2010 to 26

May 2016. Position : Sales Executive - Kanpur Reporting to : Business Manager Sales

**Job Profile / Key**

**Responsibilities**

* Handling Kanpur Head distributor/direct dealer in Kanpur /Allahabad/Jhansi/Kanpur and it's surrounding area.
* Maintaining good relations with distributors,dealers and company.
* Achieving target effectively every month.
* Applying FIFO method at distributor level and retailers also.

* .**Professional Experience:**

# Billtech ( Safe switchgear &meter Pvt. Ltd. )

From : April. 2006 to

June 2010

Position:Sales Executive-Kanpur

**JobProfile/Key Responsibilities**

* Handling Kanpur Head distributor/direct dealer Kanpur and its surrounding area .Handling direct dealers Jhansi & Agra.
* Maintaining good relations with, dealers and company.
* Achieving target effectively every month.
* Applying FIFO method at distributor level and retailers also.

**My First Employer**

**R.K Tradres(Under Distributer)Havells**From

:

Feb 2000 to Mar 2006 Position :

Sales Executive

**About My Education :**

I am a graduate year-1996

OneYear Computer Diploma From GM Institute Kanpur **Something about my family:**

My father's name is Shri S.K Shukla and I Am married.

**Strength :**

Integrity and ready to accept challenge decision making ability and confident, good presentation skills and ability to work with a team.

**Present CTC : 4.80** lac per annum Expected CTC: Negotiable.

Profile:

Father's Name Mr. S.K.Shukla

|  |  |
| --- | --- |
| Date of Birth | 3rd Feb1973 |
| Gender | Male |
| Marital Status | Married |
| Nationality | Indian |
| Languages | Hindi &English |

**Declaration:**

I here by declare that all the information are correct to my Knowledge and is subject to verification.

Purshottam Prakash Shukla

Date: 01.05.2022