

# **ABHISHEK C POKLE**

**Address:** 7,Laxmi Kurpa Bldg,12<sup>th</sup> A Main, Brndavan Nagar, Mathikere, Bangalore - 560054  
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**Seeking assignments in Sales & Marketing with a growth oriented organization of repute.**

**Preferred Location: Bangalore, Mumbai & Goa.**

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## **PROFESSIONAL SYNOPSIS**

### **Sales & Marketing**

- ⇒ Running the sales and marketing operations & accountable for increasing sales growth and driving sales initiatives in order to achieve business goals.
- ⇒ Conducting competitor analysis by keeping abreast of market trends & achieving market share metrics.
- ⇒ Handling product presentations & promotional activities for market development & brand visibility.
- ⇒ Developing new market for company to increase sales
- ⇒ Demonstrated abilities in implementing sales & marketing activities and accelerating the business growth.
- ⇒ Proficient in providing value added customer service by resolving customer issues & ensuring their satisfaction with product and service norms.
- ⇒ Strong organizer, motivator, team player and a decisive leader with successful track record in directing from original concept through implementation to handle diverse market dynamics.
- ⇒ Identifying and networking with financially strong and reliable Channel Partners, resulting in deeper market penetration and improved market share.

### **Client Relationship Management**

- ⇒ Managing customer centric operations, forwarding customer instructions to the concerned department & ensuring customer satisfaction by achieving delivery & service quality norms.
- ⇒ Interfacing with clients for understanding their requirements & suggesting the most viable solutions / products and cultivating relations with them for customer retention & securing repeat business.
- ⇒ Developing relationships with the institutional customers in target markets for business development.

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## **ORGANISATIONAL EXPERIENCE**

### **Amazon India**

- “**Amazon**” is an American electronic commerce and cloud computing company with headquarters in Seattle, Washington. It is the largest Internet-based retailer in the world by total sales and market capitalization
- As a SALES EXECUTIVE on contract for product lauch from March 2014 to June 2014.

### **Kaves Technology**

- “**Kaves Technology**” Kaves Technology is a Goa based company providing IT Solutions and ecommerce services. Our services include Website designing and development, CMS, WEB Application, Mobile application and SEO.
- As a BDE from July 2014 to December 2015

### **Manas Merchandise Pvt Ltd**

- “**Manas**” is a contemporary technology distribution house providing end-to-end supply of IT & security products & Solutions including Servers, Desktops, Laptops, Tablets, Peripherals, Memory modules, Storage and Networking Products, IP Phones, CCTV Surveillance, Access Control, Fire alarm System, etc.
- As a ENTERPRISE ACCOUNT MANAGER from December 2015 to present.

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### **EDUCATION CREDENTIALS**

- **B. E** in Electronic & Communication from MITK,Kundapur under VTU University in 2013.
  - **INTERMEDIATE** from Divekar College of Commerce & Science,Karwar.
  - **HIGH SCHOOL** from Sri Satya Sai Vidya Kendra,Mangalore.
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### **TECHNICAL PROFICIENCY**

- **Language** : C, C++,
  - **Operating Systems** : MS Windows 2000/XP/Vista /7/8
  - **Application software skills like MS office 2010:** presentation, word, excel
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### **OTHER RELEVANT DETAILS**

I offer an attitude of excellence and diligence backed up with good practical experience. I would aim to be a valuable asset to your company and work in earnest to excel. My ability to learn quickly, apply what I learn efficiently and love for challenging work would help add value to every study or project that I am a part of. I am looking for an opportunity to be among the best so that I can work harder to reach my ultimate ambition of being one of them.

I'm interested in learning to manage projects, people and business situations and enjoy leadership, communication and challenging work.

My strengths include the ability to learn quickly, good communication skills, logical reasoning and creativity, an attitude for excellence and strong work ethics. Self confidence and positive thinking.

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### **PERSONAL DETAILS**

#### **ABHISHEK C POKLE**

**DOB:** 29-April-1991

**Nationality:** Indian

**Mob -** +91 8792612877

**Email:** abhipokle@gmail.com

#### **Permanent address:-**

2919, Sonarwada Bada, Nanadagada Post,  
Near P&T Qutrs, Karwar, Uttar Kannada  
Karnataka – 581301

**Language Know:** English, Hindi, Kannada, Marathi & Konkani

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*I hereby declare that above mentioned information is true to my knowledge and belief. I bear the responsibility for the correctness of above-mentioned particulars.*

Date:

Signature