

## Piyush Wagh

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### CAREER OBJECTIVE

Self-motivated and hardworking individual seeking an opportunity to work in a challenging environment to prove my skills, utilize my knowledge and intelligence towards the growth of an organization.

### KEY ASSETS

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|-----------------------|-----------------------|
| ➤ Data Analytics      | ➤ Data Interpretation |
| ➤ Interpersonal Skill | ➤ Communication Skill |
| ➤ Team Player         | ➤ Listening Skill     |
| ➤ Computer Skills     | ➤ Product Knowledge   |

### PROFESSIONAL EXPERIENCE

**Company Name:** Parle Agro Ltd (March '17 - Present)

**Current Designation:** Business Development Executive Modern Trade

#### Key Deliverables:

- Managing and Achieving Distribution, Availability and budgeted targets through proper Product and SKU mix.
- Planning, Executing, Analyzing and monitoring innovative Sales Promotion & Trade Marketing activities (Like Trade-schemes, Consumer-Offer, Visibility drive etc.), to achieve the assigned Sales Targets.
- Planning, Managing and controlling monthly, quarterly and yearly budgets.
- Forecasting and Strategizing plans for new Market Development, Channel-Development.
- Product Launches, Category Management and Competition-Retaliatio.
- Strategizing and Rationalizing Pricing, Credit-control and Contributions for overall Profitability.
- Handling of key organized modern trade outlets in assigned area.
- Managing team of merchandisers for driving sales volume and execution standards.
- Currently handling Future Retail, D-mart, Reliance, Metro, Booker, Haiko and Tesco.
- Planning and placing stock indenting for C&F.
- Analysis of primary secondary and tertiary sales to identify opportunity gaps.
- Monitoring and tracking of brand shares in respective categories across all stores and Chains.

#### Notable Accomplishments: -

- Accomplishing secondary & primary targets on monthly, quarterly, and half yearly basis 79.90 % Business growth in last fiscal year 2017-18
- Distributor Business growth 56 % in Last fiscal year 2017-18
- Successfully Launched New Product in our SKU.

**Company Name:** Knight Frank India - (May '16 - July'16)

**Designation:** Intern (Business development and research)

**Key Deliverables:**

- Mumbai Mapping.
- Calling, approaching new clients.
- Research of new properties in Mumbai.

**Company Name:** Godavari Technical Services - (May '13 -May'15)

**Designation:** Marketing & Sales Executive

**Key Deliverables:**

- Hardcore Sales & marketing of non-destructive testing service in industries
- Business development in Rajkot, Vadodara & Nashik.
- Handling operation Team.

## **SCHOLASTIC CREDENTIALS**

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- Master of Management Studies - Marketing from Mumbai University in the year 2017
- Bachelor of Science (Physics) from Pune University in the year 2015
- 12th (Science) from Maharashtra state board in the year 2009
- 10th from Maharashtra state board in the year 2007

## **PROFESSIONAL SKILLS**

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- Proficient in Microsoft Office.
- Competitive enough to accept new challenges, always flexible & positive towards any changes.
- I had worked with many teams during my academics for various projects & even lead teams and achieved success in the given assignment
- The group projects at the academics level have enhanced my presentation & communication skills.

## **EXTRACURRICULAR ACTIVITIES**

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- Runner-up in Amul premier League 2015 (Cricket)
- Runner-up Howzat Premier League 2016 (Cricket)
- Winner of Dance Nashik Dance competition

## **PERSONAL DETAILS**

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**Date of Birth:** 11<sup>th</sup> September, 1990

**Nationality:** Indian

**Languages Known:** English, Hindi & Marathi.

**Hobby:** Cooking, Dance, Playing cricket.

**Marital Status:** Single

**Piyush S. Wagh**

Place: Mumbai