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TEJ PRAKASH

AREA SALES MANAGER
LUCKNOW, INDIA, 226010
PHONE : 7275929954

OBJECTIVE

Organized and dependable candidate successful at managing multiple priorities with a positive attitude.

Willingness to take on added responsibilities to meet team goals.

To seek and maintain full-time position that offers professional challenges utilizing interpersonal skills, problem-solving skills.

SKILLS

- Sales processes
- Business development and planning
- Goals and performance
- Sales presentations
- Empowers high-performing sales teams
- Verbal and written communication
- Sales Reporting
- Staff Management

EXPERIENCE

MANAGER PUBLICATIONS • VANI PUBLICATION • 1990 -2001

- Assisted in organizing and overseeing assignments to drive operational excellence.
- Opened and closed location and monitored shift changes to uphold successful operations strategies and maximize business success.
- Reviewed established policies and procedures to take on temporary leadership positions, motivate employees and facilitate smooth publication operations.
- Planned, created, tested and deployed system life cycle methodology to produce high quality systems to meet and exceed publisher's expectations.
- Improved staffing during busy periods by creating employee schedules and monitoring call-outs.
- Evaluated employee performance and conveyed constructive feedback to improve skills.

EDITOR IN CHIEF • HOTLINK NEWS MAGAZINE • 2001 – 2007

- Oversaw, trained and developed writers and associates, assistants and junior editors to optimize production and quality of reporting work.
- Supported and encouraged editorial board to provide independent and objective advice, opinions and perspectives to enhance publication to achieve success.
- Determined readiness of written pieces, made changes and approved final versions for publication.
- Sustained and enhanced publication performance and fostered reliability, transparency and fairness.



TIMESTEJ@GMAIL.COM



**WWW.LINKEDIN.COM/IN/TEJ-
PRAKASH-89B566105**



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MANAGER PROGRAMS • HUMANITY FOUNDATION OF INDIA • 2007 – 2018

- Developed and implemented variety of innovative policies and strategies to promote client self-sufficiency.
- Helped develop monthly schedules and assignments.
- Assisted with researching grants and grant writing tasks.
- Worked with senior case managers to coordinate team development activities and trainings.
- Recruited, interviewed and hired staff members offering exceptional talent and brought great skills to team.
- Conducted community workshops to promote different programs and educate public on available services.
- Referred families to shelters, legal resources and educational programs.
- Developed and maintained courteous and effective working relationships.
- Improved operations through consistent hard work and dedication.
- Prepared variety of different written communications, reports and documents.

AREA SALES MANAGER • AIMIL PHARMACEUTICAL INDIA LTD. MARCH 2018 – JUNE 2020

- Hired, trained and managed sales staff and administered and implemented compensation plan to support area sales goals.
- Analyzed sales data and kept up to date with market trends.
- Coordinated and conducted well-organized product presentations and demonstrations to potential customers at seminars and trade shows.
- Collaborated with clients and distributors to create and promote new products.
- Coached sales associates in product specifications, sales incentives and selling techniques, significantly increasing customer





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satisfaction ratings.

- Helped team stay productive and focused on higher-value tasks to improve sales efficiency.
- Led sales region to increase sales and boost team morale.
- Held meetings with director to identify techniques to overcome sales obstacles.

EDUCATION

B.SC. • 1986-1989 • LUCKNOW UNIVERSITY, LUCKNOW

NCC CADET • ATTENDED NCC CAMP • 1986

I learned a lot in NCC Camp about discipline, how to work in groups, how to acquire disciplined life, cleanliness, ready to move always, hard working.

VOLUNTEER EXPERIENCE OR LEADERSHIP

I always liked to help students in their studies and trained my colleagues how to prepare for exams.

In student life, I took active participation in Student Politics and helped Student Leaders in admission activities of students, election activities like vote counting observer etc.

During my Journalism Career I took interviews of various famous politicians like Late Kalyan Singh Ex. Chief Minister of Uttar Pradesh, Rajnath Singh, Ex. Chief Minister Uttar Pradesh, Akhilesh Yadav, Ex. Chief Minister Uttar Pradesh.

