

Name: Krishana Kishor Mishra

Male, 32

Moshi-Chikhli, Pune west Maharashtra

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Contact No. 8208585727

8+ years of diverse experience, in FMCG, Pharma – (OTC Vertical), Electronic and Media & Advertisement Industry in B2B and B2C Sales, Modern Trade & General Trade, Channel & Corporate Sales, Team handling, Distributer Handling, Customer Retention, Referral Sales, Market Survey, Competitor Survey, Offers & Scheme Planning and Collection.

Key Skills: -

- Hard working & Dedication
- Convincing Power
- Negotiation and deal closure
- Team Handling
- Adaptability
- Data Orientation
- Financial Acumen
- Grievance Handling

Professional Achievements

- Got appreciation from the reporting manager for achieving the assigned target.
- Received best Sales Manager Award FY 2014-15 in GlaxoSmithkline.
- Received **“Going the Extra Mile work”** award from RSM in Win Medicare.

Areas of Exposure

Sansui Electronics Pvt Ltd. (Pune Maharashtra)

Assistant Manager (Sales)

Aug-21 to till Date

- Responsible for sales of weight Machines (Product).
- To ensure daily visit to the client for the referral and repeat business.
- To visit the micro market for the sales of FMCG/ Bank /jewellery shops (retail machines).
- Provide the quotation to all the visited customers
- Coordination with internal team like customer service and service engineer for better customer service.
- Daily reporting on the CRM & mobile App for daily, weekly & monthly MIS.
- To ensure AMC of all weight machines on time.
- Understanding the micro market for the maximum business.
- Attending the weekly and monthly meeting with Director in-charge.

KPS Lubricant Pvt Ltd (Pune)

Sales Manager

Feb-21 to Jul-21

- Visiting all the dealers, channel partners, service centers to ensure the maximum business.
- Responsible for achieving the monthly sales target.
- Ensuring consistent pipeline of leads and sales.
- Maintaining long-term relationship with dealers and distributors.
- Handling Negotiation and Quarries of all the distributors and clients.

Win Medicare Pvt Ltd (Pune)

Sales Officer

May-17 to Nov-19

- Ensure monthly sales of Mederma Scars & Antilice Creams.
- Visiting the distributors and retail shops for the business.
- Handling team and giving them direction and support.
- Maintaining long-term relationship with dealers

Glaxo Smithkline Consumer Healthcare Limited (Pune)

Executive Sales (Team lead)

Dec-15 to Apr-17

- To achieve monthly sales target.
- Promote and sell Horlicks, Boost, Eno & Sensodyne.
- Visiting the distributors and retail shops for the business.
- Handling team and giving them direction and support.
- Maintaining long-term relationship with dealers

F2E Marketing Pvt Ltd (Pune)

Executive Sales

Oct-13 to Nov-15

- Merchant acquisition
- B2B and B2C sales
- Payment recovery at right time
- Smooth execution of all promotions ground level activities-Advertisement, POS, schemes, etc.
- Explore new market.
- Time to time team handling

TRAININGS & CERTIFICATIONS

- Member of Placement committee in AIMS College.
- Participated in national conference organized by AIMS, college.
- Project done in BIRLA CEMENT as a management trainee.

COMPUTER SKILLS

- Microsoft Office (Word, Excel, PowerPoint)
- Internet Browsing: Mozilla, Firefox & Google Chrome

EDUCATIONAL QUALIFICATIONS

MBA: Marketing- 2011-13

(AIMS College Pune University, Pune Maharashtra)

Personal Details

Father's Name	: Mr. Krishna Kishor Mishra
Date of Birth	: 05-01-1989
Language Known	: English, Hindi
Gender	: Male