

RESUME

Mr. AVINASH PATIL

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Objective: - To work in a challenging and creative environment to utilize my potential for the greater benefit and enhancement of the organization as a whole.

Experience:-

Worked with **TYRESOLES INDIA PVT.LTD.** (India's largest retreading company) as a **REGIONAL SALES MANAGER** from 2th May 2014 to 31st Dec.2022. Handeled sales Team of 5 MO, s in three Districts. (Kolhapur, Sangli, Satara.)

PROFILE:-

- Meeting with dealers in all districts.
- Handling sales team, dealers and our collection center
- Making right planning with sales team, to achieve our actual sales target & also to promote our new schemes in market.
- Managing the transportations for collection and delivery of tyres.
- Appointing new dealers and developing markets.
- Solving claims and issues of customers, dealers.
- Meeting with discontinued customers.
- Making more & more deals with help of sales team.
- Increase sales through effective sales tactics, marketing, and customer service.
Handling Sales Team.
- Increasing sale through the help of sales team, & providing actual monthly sales report to the company.
- Achieving sales target.

Previous Experience:-

- 1) Worked with **Monarcha Wines Pvt. Ltd. Palus (sangli District)** as a **senior Business development manager** from 06th March 2009 to April 2014
Initially joined as Business Development Manager and promoted as SR.Business Dev. Manager.Now handling a sales Team of 4 SE,s in four Districts.(Kolhapur,Sangli,Satara, & Nashik.)
 - Initially making detailed survey about our market by taking right information from the retailers,wineshop owners,distributors etc.
 - Making right planning with sales team,to achieve our actual sales target & also to promote our brand in market .
 - Taking orders from distributers, retailers, Beer shop owners, shoppers &placing these orders to Excise office for legal procedure.
 - After taking actual orders transporting these to particular places in time & taking feedback about delivery of wine products.
 - Negotiate contracts and agreements with grape cultivating farmers & make them aware about
new wine varieties’.
 - Increase sales through effective sales tactics, marketing, and customer service.
Handling Sales Team.
 - Increasing sale through the help of sales team,& providing actual monthly sales report to the company .
- 2) Worked with **METLIFE INSURANCE CO.LTD KOLHAPUR.** As a sales manager from 10th September 2008 to 05th march 2009

PROFILE:-

- Searching target customer by references, cold calls, advisors contacts, & campaigning etc.
- Approaching the target customer by knowing their exact need &providing them

best insurance or investment option.

- Clearing their doubts and queries & switching customer's funds from one fund to another, depending upon the market conditions.
- To monitor daily market conditions & accordingly advise to the customer.

3) Worked with **ICICI PRUDENTIAL LIFE INSURANCE CO.LTD KOLHAPUR.**
As a Unit manager from 12th may 2007 to 31th Aug 2008

PROFILE:-

- Recruiting good advisors team who are really interested to earn more.
- Giving them product training & them to do business.
- Initially helping them by closing their sales calls jointly.
- Downloading all the contests, solving their queries & taking feedback.
- Searching target customer by references, cold calls, advisors contacts, reference & campaigning etc.
- Approaching the target customer by knowing their exact need & providing them best insurance or investment option.
- Clearing their doubts and queries & switching customer's funds from one fund to another, depending upon the market conditions.
- To monitor daily market conditions & accordingly advise to the customer.

4) Worked as' Business Development Executive – Liabilities Segment '(Team Leader) for **ICICI Bank Ltd. For Kolhapur** branch from 18th Oct 2004 to 11th May2007.

Initially joined as sales executives & promoted as business development executives.
Also always achieved the target of 125 total no of A/Cs & total value of 20 lacks.

Job profile:-

- Handling Sales Team of 10MRE's (market research executives) of ICICI Bank.

- Providing weekly training & proper guidance to MRE's.
- Managing & co – ordinating their daily activities.
- Solving problems related activation of A/C fixed deposits etc.
- Taking feedback about activation & collection of proper documents.
- Team campaigning in the standard residential areas & also in important places in the city, particularly for FIXED DEPOSITS, SILVER A/C'S & GOLD A/C'S etc.
- Effectively contributed for CONTEST'S FD DAY & NO'S DAY.

Education:-

Master in Business Administration (marketing & personnel),

M.B.A. – (SIBER) Shivaji University, Kolhapur – 2004.

Class-2nd class

Bachelor of Science (Chemistry),

B.Sc -Shivaji University, Kolhapur-Mar.2000

Class-2nd class

H.S.C –Devchand College, Arjunnagar,

(Kolhapur Board) Mar.1995

Class- 2nd class

S.S.C- Y.G.Highschool, Kagal

(Kolhapur Board)-Apr.1993

Class -1st Class

Summer Training MBA Project:-

"Effectiveness of distribution reach of **Pepsi** in Chikkodi & Nipani area."For
 "Nector Beverages Pvt.Ltd.Dharwad" (60 Days) the Project consist of analyzing the

Chikodi & Nipani Market distribution **Pepsi** products. Try to find out the competitors market shares and their strategies. Also suggest the paths for increasing the company's share in the market.

Computer Proficiency:-

MS-DOS, Windows 95/98, at M.B.A level, internet surfing.

Personal Profile:-

Birth Date: - 20th July 1977

Gender: - Male

Father name: - Mr. Annaso Govind Patil.

Marital Status: - Married

Languages: - English, Hindi & Marathi

Hobbies: - Listening music, playing cricket.

Present Address:

C.S no 514/2&3 Vishwatara Phase-3.

Building E, Flat no 502,

E Ward, Pratibha nagar, Kolhapur -416008

Date:-

Place: - Kolhapur
Avinash Patil

Mr.