

Adarsh chitranshi

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Job Objective

Seeking assignment in sales and marketing /business development in a reputed organization.

Total Experience:17.5 years in sales & marketing

Telecom Experience:9.5 years

Summary:

- Over 17.5 years of experience in sales, business development, Channel Management in the telecom prepaid & Postpaid and F.m.c.g
- Skilled in identifying new customers, selling up distribution network and achieving sales targets.
- Proficient in effective implementation of marketing strategies for enhancing brand acceptance.
- Experience in handling and managing distribution network.
- Hands-on and have clear understanding of the channel sales particularly in telecom industry.

Professional summary: F.M.C.G

associated with Polycab wires and cables on behalf of G.Kumar & Sons as a Territory Sales manager Lucknow since Dec 2019 till Mar.2020.

Job Responsibilities:

- Taking care of corporate sales at Lucknow
- Leading the Team in market building initiatives
- Direct touch into corporate customers

Professional summary: F.M.C.G

associated with Yashodhara Group of india ltd. Manufacturer Edible oils as Area sales manager since Jan. 2018 till nov.19

Job Responsibilities:

- Responsible for Market Research Report
- Responsible for Appointing channel Partners.
- Responsible For Creating distribution Infrastructure
- Responsible for product sound in the Market

Professional summary:(Telecom Postpaid)

Associated as territory sales manager in Bharti airtel services ltd.since aug.2014 till.nov.2016

Job Responsibilities:

- Responsible for business growth and appointing new channel Partners for expansion
- Responsible for Handling sales team in different districts & backend staff
- Responsible for exploring big corporate
- Responsible for arranging Training for sales Team.
- Done motivational activity for sale team.

Accomplishment:

- Winner Hero of the month 5 Times in row

Professional summary (Telecom prepaid)

Associated as Rural Territory Manager in, Bharti Airtel Services Ltd. Since May, 2008 till Date.

Job Responsibilities:

- Responsible for Prepaid Business as well as new Town Launch.
- Customer Acquisition.
- 100% Apef Compliances.
- Primary & Secondary.
- Providing Strategic direction and operational focus to the team.
- Drive to prepaid channel and Strategic execution of marketing.
- Leading the Team in market building initiatives for Country first nationwide youth focused mobile service brand.

Accomplishment:

- Shatak yodha for the month of October ,10
- Achiever of Beat the Heat Contest.
- Achiever of Distribution Excellence League.
- Achiever of Akraman.

October '07 to May 08' :

Worked as I.S.R ,Ranbaxy Consumer Health Care .

Job Responsibilities:

- Ensuring product placement to retail .
- Channel Management.
- Ensuring Primary & Secondary .
- Market building exercise & strategic execution of schemes.

January 05 To October 07:

Worked as sales Executive, With Tata Tele Services Ltd.- Post paid At Lucknow On Behalf of Direct Sales Team(Postpaid)

Key Responsibilities :

- Create New Prospects Through Cold Calls
- Update New Schemes
- Time to Time Organize Soft Skills Training.
- Circulation of daily Sales Report.
- Identify New market, segment and propose new territory Launch
- Cascading of new offers & schemes (Trade Push & Trade Pull)
- Reporting to Area Sales Manager on daily basis.
- Follow the Guidelines of TRAI. And fulfill the norms (Documentation)

Accomplishment :

- Awarded by cluster head continuously for 6th months in a row for the best performer.

Education : Bachelor in Arts (B.A.) From Lucknow University

Personal Detail

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| • Fathers Name | : Late Shri H.S.Srivastava |
| • Mothers Name | : Late Smt. Saroj Bala Srivastava |
| • Date Of Birth | : 14 July 1976 |
| • Language Known | : English, Hindi, |
| • Marital status | : Married |
| • Nationality | : Indian |

I declare herewith that. all the above information regarding me, are true to my knowledge & belief.

Date : 12 August 2017.2017

Place : Lucknow

Reference : Tarun C. Sanwal Zonal Sales manager)

Mob.No.9935099453

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