

UTTAM GHOSH

E-Mail: uttam.ghosh80@hotmail.com ||

Skype Name: uttam.ghosh80

CAREER OBJECTIVE:

To contribute to the overall objective of the organization and there by grow parallel with it. Keen to pursue a responsible mid-management level role in the field of Sales and Marketing for Consumer Durables based organizations.

CAREER HIGHLIGHTS:

FIRM	DESIGNATION	REPORTING TO	WORK TENURE		JOB LOCATION
			FROM	TO	
Hindgres Ceramica Pvt. Ltd.	Area Sales Manager (Decorative wall tiles)	Area zonal Manager	Apr 2022	Till Date	Eastern-U.P
Sonata Ceramica Pvt. Ltd.	Area Sales Manager (Floor Porcelain Tiles)	Regional Sales Manager	Apr 2019	Apr 2022	Allahabad & Varanasi
Kkolar Appliances Pvt. Ltd.	Area Sales Manager (Kkolar Kitchen Chimney)	Regional Sales Manager	Jan 2016	Mar 2019	Eastern-U.P
Bajoria Appliances Pvt. Ltd	Territory Manager (Kutchina Kitchen Chimney)	Sales Manager (UP Head)	Feb 2012	Jan 2016	Allahabad & Varanasi
Prayag Exim Pvt. Ltd	Marketing Executive (Prayag Bath Fittings)	Zonal Sales Manager	Sept 2009	Jan 2012	Lucknow

WORK DETAILS:

HINDGRES CERAMICA PVT. LTD.

Representing Only Decorative wall tiles (Ceramic) Tiles, Hexagonal Tiles, Moroccan & 800×1600 in the entire Eastern UP region.

Dealing with Distributors and Dealers (B2B)

Appoint new distributors and dealers for the brand and generate primary sales.

Responsible for Sales and Revenue generations.

SONATA CERAMICA PVT. LTD.

1. Representing Only Floor Porcelain (Ceramic) Tiles in the entire Eastern UP region (ATL, TTL, BTL).
2. Dealing with Distributors and Dealers (B2B)
3. Appoint new distributors and dealers for the brand and generate primary sales.
4. Responsible for Sales and Revenue generations.

KKOLAR APPLINCES PVT. LTD.

1. Representing Kkolar Brand (Kitchen chimney, Hobs, Cook top, Dish Wash, all kitchen appliances) in the entire Eastern UP region (ATL, TTL, BTL).
2. Dealing with Distributors and Dealers(B2B)
3. Appoint new distributors and dealers for the brand and generate primary sales.
4. Responsible for Sales and Revenue generations.
5. Team handling entire Eastern U.P



BAJORIA APPLIANCES PVT. LTD.

1. Representing Kutchina Brand (Kitchen chimney, Hobs, Cook top, Dish Wash, all kitchen appliances) in the entire Eastern UP region (ATL, TTL, BTL).
2. Dealing with Distributors and Dealers(B2B)
3. Appoint new distributors and dealers for the brand and generate both primary and secondary sales.
4. Responsible for Sales and Revenue generations.

PRAYAG EXIM PVT. LTD

1. Representing Prayag Bath Fittings for entire Lucknow region (ATL, TTL, BTL).
2. Site visit and architect visit and Builder visits for dealing with projects.
3. Dealing with Dealers(B2B,B2C)
4. Appoint new dealers for the brand and generate secondary sales.
5. Responsible for Sales and Revenue generations.

COMMON JOB RESPONSIBILITIES:

1. Customer Visits,
2. Concept Selling for loans and credit facilities,
3. Customer Relationship Building.

PROFESSIONAL QUALIFICATION:

MBA: Sikkim Manipal University
One year Diploma in Computer Application from Real Institute, Allahabad

EDUCATIONAL QUALIFICATION:

Graduation (BA) – Kanpur University.
Class XII – Government Inter College (Allahabad) UP Board
Class X – Government Inter College (Allahabad) UP Board

PERSONAL DETAILS:

FATHERS NAME	ARUN GHOSH
DATE OF BIRTH	11 TH SEPTEMBER, 1980
GENDER	MALE
MARITAL STATUS	MARRIED (1 SON)
LANGUAGES KNOWN	HINDI, BENGALI, ENGLISH
HOBBIES	WATCHING TV

I hereby declare that all the details conveyed are true and to the best of my knowledge.

Uttam Ghosh.
+917905899155(what's up no.)

Current CTC: - 4.80 Lac PA
Expected CTC: - 6.50 Lac PA

Reference By :-

