



### SKILLS

TEAM WORK



Team work



EASILY



SALES

Management



computer proficiency



### EXPERIENCE

#### AREA SALES MANAGER

**D.K TRADERS** *Jun 2016 - Feb 2020*

1. Taking care of sales with focus of achieving predefined target and growth in Jammu zone
2. Forecasting and planning monthly targets and executing them in a given time frame.
3. Looking after general trade for entire Jammu region SELLING Products of UNICHARM (MAMY POKO), JYOTHY LABS, ZYDUS WELLNESS, BONN, LUVIT ETC. AND SO MANY DAILY USABLE PRODUCTS.
4. MANAGE 4 SUPER STOCKIST AND 7 DEALER & 10 DISTRIBUTOR
5. MANAGING A TEAM OF 4 SALES OFFICERS
6. Analysing latest marketing trends and tracking competitors activities and providing valuable inputs for the fine tuning sales and marketing strategies
7. Managing activities pertaining to negotiating /finalization of deals for smooth execution of sales and order processing.
8. Managing customer centric operations and ensuring customer satisfaction by achieving delivery timelines and service quality norms.

#### 2. SALES MANAGER STERLING MANUFACTURING COMPANY DEC 2020 TO PRESENT

1. Taking care of sales with focus of achieving predefined target and growth in Jammu zone
2. Forecasting and planning monthly targets and executing them in a given time frame.
3. Analysing latest marketing trends and tracking competitors activities and providing valuable inputs for the fine tuning sales and marketing strategies.
4. Managing activities pertaining to negotiating /finalization of deals for smooth execution of sales and order processing.
5. Managing customer centric operations and ensuring customer satisfaction by achieving delivery timelines and service quality norms.
6. Selling all electrical and electronics products of own sterling manufacturing company.
7. Manage 4 sales officer & 3 senior sales officers in Jammu region.

#### 3. WARRANTY EXECUTIVE

**MARUTI SUZUKI** *Mar 2016 - Jun 2016*

#### 4. TRAINEE NETWORK ENGINEER

**5. PROJECT UNDER NSDC** *Sep 2014 - Feb 2015*

#### 6. TRAINEE ENGINEERING IITM MTNL DELHI

*Jan 2013 - Jun 2013*

## PROJECTS

### MAJOR

**STUDENT** *Jan 2013 - Jun 2013*

1. As a part of 6 week training module. I had done training in MTNL and before that 2 months training in BSNL.
2. I had worked on GSM and CDMA

Project:- Major Project

1. Project done on NSS,BSS and broadband TROUBLESHOOTING , FAULT MANAGEMENT SITES INSTALL SITES.

Minor Project

1. Project done on NSS,BSS and broadband

## EDUCATION

**B.TECH ELECTRONICS & COMMUNICATION**

**RAMGARHIA INSTITUTE OF ENGINEERING AND TECH. PHAGWARA PUNJAB**

*Aug 2009 - Dec 2014*

## LANGUAGES

DOGRI



ENGLISH



HINDI



PUNJABI



## AWARDS

**SPORTS AWARD**

**JAMMU CRICKET CLUB** *2013-09-11*