

CURRICULUM VITAE	
Rajiv Sharma	
<u>Contact Information</u>	<p>to the organization while effectively upgrading the self.</p> <p><u>*Job started year -2007 and till date 2021 working</u></p> <p>Work Experience – start working off roll home kitchen appliances product sunflame and Philips 4 years + in Dealer channel (Channel Development) sales/direct Sales Eureka Forbes Ltd Livpure. Private limited . (house electric product , sanitary , faucets , geyser and kitchen fan product knowledge)</p>
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Address H.no.1412 gali no 99 ganesh pura tri nagar delhi 110035	<p>Bluemount appliances private ltd , Zonal head sales delhi (till date 2018)</p> <p>Location: Delhi,</p> <p>Neelkhant sink pvt ltd last may 2020 (Delhi head) As Per company cost cutting left to all team still working change for job distributor point join Distributer name bhagwan das ramesh Kumar (BDRK distribution network) still at time working</p> <p>work start – starting creer sales executive for eureka Forbes ltd . to still working zonal head total experience 15 years channel sales growth year to year</p>
<u>Personal Data</u>	<p><u>Role in Livpure and Eureka Forbes and blue mount appliances co, Neelkhant sink private limited distributor handling product - hindware sanitary focet and geyser and Ro sink cata exusest fan etc .</u></p> <p><u>Role:</u></p> <p>Responsible for driving growth through dealer sales, planning and promotion through distribution channel of the defined Area: through team and self.and achieve the target goals with primary sale distributors and dealer management all delhi dealer mapping for category product sales consumer durable and building materials</p> <p><u>Job Description:-</u> Sales and Planning/Marketing: as per assigned budget(Top Line).</p> <p><u>Collections:</u> as per company commercial norms.</p> <p><u>Key Account Management –</u> Dealer sales and Distribution Channel Management. direct dealer management roll</p> <p>Responsible for Primary and Secondary/tertiary sales of the Area.</p> <p>- BTL Activities to support tertiary sales movement.</p> <p>Planning & implementation of trade schemes for primary and secondary movement.</p> <p>Responsible for monitoring, tracking and enhancing secondary sales at trade partner counters.and primary badget achieve</p> <p>- <u>Productivity: Hiring, Training and Development</u></p>
Date of Birth: 10th Nov 1985	
Sex: Male	
Nationality: Indian	
Marital Status: Married	
Languages Known English hindi	

ISP's productivity as per metro and non-metro pre-set slabs in traditional channels.

Town productivity/dealer productivity as per prescribed norms

Expansion and Channel development: Risk Management

Expand distribution as per the geographical coverage Area

To add dealers/direct dealers and distributors in existing towns and add more dealers in new towns as per classification. Competition information and In-shop development of counters through proper display, availability of POP, branding, training dealers and dealer sales boy of the product features knowledge training.

Travel plan as per journey plan (PJP). Structured Reporting

Strengths

High degree of initiative
Hand-on experience
Good interpersonal skills
Flexible

Interests and

Hobby

Sports
Music
Traveling

Aim in Life

Long term vision for life is to serve society.
To be an active part of organization's management team

Professional Qualification

Bachelor in Arts from Delhi University in 1999

Projects Undertaken

Eureka Forbes

All appliances (Philips) mixer, juicer, iron, are, toster, personal cand chulha chimney (sunflame) etc

To identify the growth opportunity of water purifier and vacuum cleaner through Modern trade Channel in Delhi.

To identify the growth opportunity of RO products in Delhi.

Identify opportunity for personal purifier & briefly study water bottle market.

Identify Opportunity available for replacement cartridge for Steel candle filters.

Blue mount product handling softener, chiller, water cooler, dm plant , and domestics ro and commercial ro and plant

Achievements

At Work

Awarded as best Euro Champ in SMART manager's awards meet April'15

Awarded as best runner up Euro Champ in SMART manager's meet April'13 and April'14.

Technical Proficiency

I am Comfortable with the following application pack:

Basics in computer (Ms-Office)
Internet surfing

Skills

Good presentation skills.

Fast learner, adapt well to changes and pressures in the workplace.

Work efl

Fictively with diverse groups of people.

Motivational Skills.