

CURRICULUM VITAE

RUPESH SHARMA

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KRISHNA NAGAR Delhi-110051

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SNAPSHOT

- ❖ **A result oriented professional** with around **22 yrs of experience** in Sales in FMCG/Beverages Ind.
- ❖ Strong cross-functional expertise in Channel Sales for Product Distribution.
- ❖ **Expertise in smart planning** for better results, solve the challenges with smart work.
- ❖ Smart view of motivation in team work for achieving goal on time with innovative ideas to give an outstanding look.
- ❖ Experience to do commitment to excellence **ensuring maximum customer satisfaction**.
- ❖ Exceptional communication and presentation skills with demonstrated abilities in training & team building.

CARRIER OBJECTIVE:

To pursue a challenging career in the field of Marketing Management by continuous learning & enhancing skills to give my best performance.

PROFESSIONAL EXPERIENCE:-

1. DEPUTY REGIONAL SALES MANAGER FROM 1 MARCH 2021 TO TILL DATE with “JIVO WELLNESS” .

*(It's counted among the leading engaged in the manufacturing of “**Wheat Grass Juicess**” in wide range, demanded across the India for its exceptional quality and unique health results) for Launch in **Delhi NCR**.*

Job Description:

- Handling entire operations of Product Launch in recommended area with Team.
- Well versed with experience Product Launch (Branding , Promotional Activity, Sampling activity, etc).
- Strong in Manpower planning.
- Works closely with our commercial counterpart to support my subordinates and come up with solutions in case of issues.
- Vendor Management.
- Analysis & arrange the consumption of our Brand in market and fulfill the requirement, confirm order to be dispatch after confirmation.
- Proper record keeping of all expect.
- Regular visit at vendor for status, and random quality, support system confirmation.
- Follow -up the implementation of the corrective actions requested. List, control, and valid the potential sub -contractors when required.
- Taking all efforts to maintain the shipment delivery on time.

2. STATE HEAD FROM SEP 2019 TO 28 FEB 2021 WITH “ SUPER BANANA GROUP”.

(It's the manufacture of Banana Chips & Namkeen for Entire "Uttarakhand" .)

Job Description:

- Handling entire operations of Product Launch in recommended area with Team.
- Well versed with experience Product Launch (Branding , Promotional Activity, Sampling activity, etc).
- Strong in Manpower planning.
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- Proper record keeping of all expect.
- Regular visit at vendor for status, and random quality, support system confirmation.
- Follow -up the implementation of the corrective actions requested. List, control, and valid the potential sub -contractors when required..
- Taking all efforts to maintain the shipment delivery on time.
- Ensured that the goods dispatched from the factory in good quality packing & on time delivery to the forwarder.
- Taking all efforts to maintain the delivery.
- To attend the vendor complaints & take action on immediate basis for rectify the same & close with the satisfaction level of customer as possible.

3. AREA SALES MANAGER 4 JAN 2019 - 30 AUG 2019 WITH “HAPPYMATE FOOD LTD”

(It's an Certified Company, group part of "Times of India" , with Brand Name " XPLORE" for FMCG PRODUCTS for DELHI NCR.)

Job Description:

- Handling entire operations of Product Launch in recommended area with Team.
- Well versed with experience Product Launch (Branding , Promotional Activity, Sampling activity, etc).
- Strong in Manpower planning.
- Works closely with our commercial counterpart to support my subordinates and come up with solutions in case of issues.
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- Taking all efforts to maintain the shipment delivery on time.
- Ensured that the goods dispatched from the factory in good quality packing & on time delivery to the forwarder.
- Taking all efforts to maintain the delivery.
- To attend the vendor complaints & take action on immediate basis for rectify the same & close with the satisfaction level of customer as possible.

3. AREA SALES MANAGER JUNE 2007 – DEC 2018 WITH “ AQUA PURE DRINKS”.

(It's an Certified Company, Manufacturing Beverages Products with Brand Name " RV" for DELHI NCR, WUP, UTTARAKHAND.)

Job Description:

- Handling entire operations of Product Launch in recommended area with Team.
- Strong in Manpower planning.
- Works closely with our commercial counterpart to support my subordinates and come up with solutions in case of issues.
- Vendor Management.
- Analysis & arrange the consumption of our Brand in market and fulfill the requirement, confirm order to be dispatch after confirmation.
- Proper record keeping of all expect.
- Regular visit at vendor for status, and random quality, support system confirmation.
- Follow -up the implementation of the corrective actions requested. List, control, and valid the potential sub -contractors when required..
- Taking all efforts to maintain the shipment delivery on time.
- Ensured that the goods dispatched from the factory in good quality packing & on time delivery to the forwarder.
- Taking all efforts to maintain the delivery.
- To attend the vendor complaints & take action on immediate basis for rectify the same & close with the satisfaction level of customer as possible.

4. SALES OFFICER JULY 2000 – MAY 2007 WITH “AMUL WATER MEDIA”.

*(The Company is basically Manufacture the Packaged Drinking water with Brand Name " **PRIMIUS**" FOR DELHI NCR.)*

Job Description:

- *In charge of making production planning & monetary inventory control of raw material.*
- *Developed a close relationship with the customer. Made presentations to demonstrate the ability of the company to develop and produce new products*
- *Responsible for updating the buyer or agent periodically as per their requirement.*
- *Ensured that the goods dispatched from the factory in good quality packing & on time delivery to the forwarder.*

KEY LEARNINGS:

- Ways of Handling Customer enquiries and prioritizing the same.
- Various costs cut measure to increase Profit margin.
- Managing supplier relationship effectively.
- Decision making on critical situation.

EDUCATIONAL & PROFESSIONAL CREDENTIALS:-

- **BSc** with PCM , **2000** ♦ Garhwal University **Dehradun**.
- **12th** with Maths,**1997** ♦ UP Board from **Dehradun**
- **10th** in **1995** ♦ UP Board from **Dehradun**

IT Skills: -

One year Diploma in Computer Application (Ms-word, Ms-excel, Internet, Microsoft Outlook etc.

PERSONAL DETAILS:-

- FATHER'S NAME : Lt Shri Ravinder Sharma
- Gender : Male
- Date of Birth : 02 Nov 1979
- Marital Status : Married
- Language : English, Hindi
- Current CTC : 6 Lakh
- Expectation : Negotiable

DECLARATION: I hereby declare that the above information are genuine and of my own concern.

Place : Delhi

Signature :

Date :

(RUPESH SHARMA)