Dipak Purekar

**Address-** Dipak Purekar, A/p- Benadi Tal- Chikkoddi, Pin No-591215,

MobNo-+**91-9975086746 Email- purekar\_007@yahoo.com**

**career objective**

My career objective is to find fulfillment by making tangible contributions to the company that I work for. I believe in giving my best to the organization that I am associated with and I have an urge to seek

Excellence in all that I do.

**professional experience**

**chh.shahu jaggery CLUSTER (food industry), kolhapur,MAHARASHTRA**

**Designation:-Marketing Officer (Exp-sept 2012 to oct13)**

**Major responsibilities include working on cluster development:**

* Cluster report handling.
* Handling Skims of state and central govt. for farmers.
* Market Research.
* Employee relationship
* Packaging Management
* To handle Farmers project.
* To work on various Govt. schemes allotment to Sanstha and farmers.
* Exhibition management
* Introduction program
* Handle of marketing Activities.
* To handle team.

**ADDWORLD INDIA PVT LTD BANGALORE.( belgaum branch)**

**Designation: Business Development (Senior) Executive (Exp-nov-2013 to sept-2014)**

Addworld India is a website design and development firm offering affordable solutions from basic website design to advanced Website solutions and SEO too. They are into simple online brochure to database driven solution. All of our concepts are custom solutions tailored to the individual needs of your company.

**Job profile:-**

* To handle Client services.
* To appoint new clients.
* Follow the custom based designing and developing the product services.
* Maintain relationship with Clients.
* Handle of marketing Activities.
* To handle team.
* Work on market research.

**ETERNOVA FINANCIAL ,PUNE ,MAHARASHTRA**

**Designation: Relationship Manager. (Real Estate Department). (Exp- nov2014 to june-2015)**

**Job Profile:-**

* Understand the changing scenario of real estate and act accordingly.
* Managing Channel partners and drive sales through them.
* Planning marketing strategies for generating new channel partners.
* Monitor customer preferences to determine focus of sales efforts.
* Review operational records and reports to project sales and determine profitability.
* Advice Dealers/Brokers on policies and operating procedures to ensure functional effectiveness of business.
* Visit channel partners to stimulate sales.
* Construct and deliver Channel Partners related activity reports and presentations to management as necessary.
* Responsible for networking with major Channel Partners, building a good relationship with the decision Makers and getting business for the organization.
* Gather market Intelligence on competitors and their activities.
* Responsible for identifying customer needs and providing them investment options in our real estate products.
* Responsible for achieving targets set by the organization.
* Handle the Admin work of the Office.

**DATTA BAZAAR, SHIROL, KOLHAPUR,( Maharashtra)**

**Designation: - Purchase cum store manager (From July 2015 to April 2018)**

Datta Bazaar is a Departmental store with 10,000 square feet area situated near Jayasingpur, Kolhapur Maharashtra that aims to offer customers a wide range of basic home and personal products under one roof including beauty products, garments, kitchenware and much more..

1. Grocery Dept.

2. Provision Dept.

3. Cloth and hosiery Dept.

4. Gift Dept.

5. Tyre Dept

6. Shoes Dept

7. Oil Dept

8. Plastic Dept

9. Stationery Dept

10. Crockery Dept

11. Milk & Milk product Dept.

12. Sugar sale Dept

13. Agricultural equipments Dept.

14. Cattle feed Dept.

**Job Profile**

* Specially involved in store operation handling and purchasing.
* Maintain the stock level on FIFO/LIFO basis.
* Clearing the nearest expiry stock by providing skims.
* Managing skims and offer for every festival seasons.
* Conducting monthly meeting with seniors on plan of purchase and store operations.
* Daily checking of employee attendance and workflow management.
* Purchasing fresh vegetable on daily basis through local vendor.
* Handling accounting part for vendor and supplier payment.
* Purchasing and Wholesaling in **Edible oil (cotton seed and sun flower oil), Sugar and Cattle Feed** to small retailers and customers too.
* Purchase and Supply of **Tyre & Tubes for tractor trolley and trucks** to Sugar factory on tender basis.
* Every year conducting a Rice Festival targets that target 20+ tones of rice with more than 120 types of rice are available.
* Negotiate with local suppliers, prepare price comparisons, cost saving budgeting and targeting.
* Filling up the lowest tender rates against sugar factory enquiries.
* Line up the distributors channel to supply of material on time.
* Daily Analyze markets ups-down position and plan for purchasing.
* Develop and update purchasing policy and planning
* Analyzing sales figure and forecasting future sale.
* Manage of purchasing information and review commodity strategy with the management team.
* Managing and motivating a team to increase sales and ensure efficiency.

**RELIANNCE PVT LTD**

**Designation: - senior sales associate**

**Job Profile**

* Access marketing potential of new and existing store location considering statistics and expenditures.
* Advise super stockiest distributors on policies and operating procedure to ensure functional effectiveness of business.
* Analyzes and creates a plan for engaging the target market.
* Appoint new Distributor by explaining the company services.
* Engages in superior customer service by making information readily available
* Schedules appointments and meetings as necessary with distributor and super stockiest.
* Makes product knowledge readily available to self and other salespeople through various resources
* Analyzes and creates a plan for engaging the target market.
* Demonstrates superior time management skills and meet sales deadlines.
* Determine price schedules and discount rates.
* Establishing and maintaining interpersonal relationships with retailer, distributor and super stockiest.

**TZMO INDIA SOUTH PVT LTD( formally known as Bella india healthcare pvt. ltd.)**

**Designation: - Territory Sales Manager**

**Job Profile**

* Responsible for improving the distribution and availability of product in retail outlet and store in the assigned region.
* Achieving target territorial growth at a rate and margin consistent with the company sales plan.
* Arranging with meeting with potential customer and selling product offerings.
* Should be able to monitor the performance of the team and prepare reports.
* Arrange regular meeting with sale representatives so as to review sale performance and exchange updates.
* Reporting to senior manager on client needs, service delivery issues, and competitive threats.
* Manage primary and secondary sale within the assigned region
* Responsible for ensuring all collections and done in a timely and organized manner and provide monthly reports on the same.
* Reporting to senior manager periodically ion sales activities, business prospects and competitor activity.
* Ensuring that the store and its staff are appropriately supported to maximize sales.
* Cultivating strong business partnerships with key decision makers at stores, outlets and distribution companies.
* Identifying local business opportunities and building prospective pipelines from new business opportunities.
* Providing ongoing feedback to sales staff regarding field’s process and merchandise.
* Attending company sales meeting and training workshops.
* Successfully introducing new products across assigned sale territory.
* Maintaining a high level of product knowledge and managing high quality customer relationships.
* Maintaining and updating territory records of all customers
* Providing continuous support to new and existing customers. Preparing sale visits in collaboration with manager.
* Conducting initial product demonstration and presentation to clients.
* Ensure sales pitch that is presented to the customer is approved by the company and is the same as the product information on the company booklet/pamphlets.
* Demonstrate integrity while performing task and adhere to all rules and regulations of the assigned store or outlet.

**STRENGTHS*:***

* Ability to present ideas in different and creative manner.
* Ability to lead motivates teams successfully.
* Highly self motivated, proactive, possessing, strong communication and interpersonal skills.
* Self motivated and self driven personality.

**Management Skill*:***

* Updating and using relevant knowledge
* Developing objectives and strategies.
* Good oral and written communication skills;
* Strong analytical skills;
* Commercial awareness;
* The ability to adapt to different client needs and to develop and maintain successful working relationships;

**Computer Proficiency**

* Basic of computer operation
* MS-Office
* Knowledge of c, c++ language.
* Operating systems windows

**Educational Qualification**

1. **MBA**: Adept Institute of Management Studies And Research, Dharwad aggregate with 70% Under Karnataka University Dharwad.
2. **Graduation (BCA):** KLE’s BCA and BCA College, Nipani. Aggregate of 69%.Under Karnataka University Dharwad.

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| PERSONAL INTEREST | |
| **SPORTS**  **HOBBIES** | Foot ball, Badminton, cricket, carom  Browsing, reading, drawing, clay modeling, Interior Decorating. |
| PERSONAL PROFILE | |
| Name  Date Of Birth  Father’s Name  Sex  Marital  Status  Languages Known  Nationality | Dipak Purekar    31-07-1989      S .A. Purekar      Male    Married  English, Hindi, kannada, Marathi.(fluently)  Indian |
| **DECLARATION** | |
| **Dipak Purekar** | I hereby declare that the information furnished above is true to the best of my knowledge and belief. |

Date:

Place: (Dipak Purekar)