**Kishor Chougule**

*Master of Business Administration*

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**OBJECTIVE**

* To apply and enhance the skills and knowledge by working with a dynamic & progressive organization and contribute the best out of me.
* To accept new challenges on the road of success. To move upward in an organization and at the same time contribute to the growth of the organization.

**PROFESSIONAL SUMMARY**

**September 22’ – Till Date – Area Sales Executive at Exide Industries Ltd (Goa):**

* Expand the business network through appointment of new dealers and motivating the existing dealers.
* Meeting customers as per call cycle plan.
* Collecting market information, collecting competitor's data, analyzing the same.
* Execution of sales strategies.
* Inventory control, Monitoring C&F Warehouse.
* Payment collection.
* Billing and other administration activities.
* Co-ordination with C&F timely dispatches.

**December’20– August’ 22 – Sales Technologist at MRF Vapocure Paints(Kolhapur):**

• Brand Promotion.

* Channel sales.
* Handling existing Dealers.
* Appointing new Dealers.
* Sales Planning and Execution on monthly basis.
* Managing Monthly reports.
* To stay focused on KPIs.

**October’19 – September’20– Sales Associate with Kansai Nerolac PaintsPvt. Ltd. (Satara):**

• Brand Promotion.

• Enquiry Generation.

* Direct Sales & Support.
* Painter and Contractors Handling.

• Maintain Enquires reports onWeekly and Monthly basis.

* Provide support to the colleagues andfor marketing activities.

**EDUCATIONAL QUALIFICATIONS**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Sr. No** | **Qualification** | **Year Of Passing** | **Institute / University** | **Percentage** |
| 1 | M.B.A. | May. 2019 | CSIBER, Kolhapur | 65% |
| 2 | B.S.c | Apr.2017 | Shivaji University | 57.31% |
| 3 | H.S.C. | Mar.2013 | Kolhapur Board | 55.00% |
| 4 | S.S.C. | Mar.2011 | Kolhapur Board | 70.91% |

**TECHNICAL SKILLS**

* **Well-versed in MS Office (Microsoft Word, Microsoft Excel, Microsoft PowerPoint, etc)**

**STRENGHTS**

* Good learner with the ability to adapt and a penchant for challenges
* Good communication skills
* Possess analytical and reasoning skills.
* Hardworking & Approachable style of working0
* Consistent, self-reliant and adaptable with the ability to learn the process quickly
* Committed to Continuous Improvement.

**PERSONAL DETAILS**

Date of Birth : 01/06/1995

Nationality : Indian

Marital Status : Unmarried

Permanent Addres. : Ankalkhop,Subhashnagar,Tal- Palus,Dist -Sangli. 416316.

**DECLARATION**

I hereby declare that all the information furnished above is true to best of my knowledge**.**

Date:

Place : **(Kishor S. Chougule)**

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