RESUME

**AKSHAY TAK** H.No.10, Sector-D,

Bharat Nagar, TalabTillo Jammu (J&K)

Mobile: +91 7006888067

e-mail:[**akkiakshaytak@gmail.com**](mailto:akkiakshaytak@gmail.com)

**PROFILE**

 Self-motivated, hardworking & consistent with a high degree of flexibility, commitment, & willingness to learn new things.

 Good Interpersonal skill, Ability to communicate effectively and Build long lasting mutually beneficial relationships.

**CORPORATE EXPERIENCE**

## Kashmir Auto Aids Pvt. Ltd.(KTM Jmu)(1st Nov 2020 till now)

**Designation**: Sales Manager/ Sales Data Analyst Manager

# Area of Responsibility

* Area in charge for Jammu & Kashmir region.
* Handling a Team of Eight members in my Team and handling Premium Brand KTM.
* Making data for J&K region regarding the higest retail bike and also the lowest in the every region
* Making a full data tabulation regarding the bikes sales and compare with other territories.
* Responsible for increasing the market cover of the company and awareness about the product.
* Making daily, weekly and monthly reports.

1. **Stonex India Pvt. Ltd.** (**01st Nov 2019- 31st Oct 2020** )

**Designation:** Manager- Key Accounts at Jammu & Kashmir, India.

**Area of Responsibility**

• Area in charge for Jammu & Kashmir region.

• Providing a visit to our clients in our factory/ outlet to see various types of stones & also the process of the various Italian marbles.

• Preparing presentation for clients and architects.

• Create a good relationship with architects by providing all types of samples and regularly visit.

• Responsible for increasing the market cover of the company and awareness about the product.

• Attending weekly and monthly meeting, and representing working territory.

**3. Nexa Peaks Auto Pvt. Ltd.** (**11 to Sep 2016- 31st of Oct 2019**)

**Designation**: Relationship Manager

# Area of Responsibility:

* Making daily, weekly and monthly reports.
* Attending weekly and monthly meeting, and presenting our territory.
* Achieving monthly target.
* To give the presentation in front of prospect client and solving their all the queries related to product and the company.
* Responsible for increasing the market cover of the company and awareness about the product.
* Doing market research for the new product and for the requirement of the clients.

**QUALIFICATION**

|  |  |  |  |
| --- | --- | --- | --- |
| **EDUCATION**  **QUALIFICATIONS** | **BOARD/UNIVERSITY** | **YEAROF**  **PASSING** | **REMARKS** |
| M.B.A | Ch. Devi Lal University | 2015 | Div-I |
| B.B.A | Jammu University | 2013 | Div-I |
| H.S.C | J&K Board(Jammu) | 2010 | Div-II |
| S.S.C | J&K Board(Jammu) | 2008 | Distinction |

* Passed Masters of Business Administration with Specialization in Marketing Management & Human resource Management.
* Industrial training on Distribution Relationship Management with Hindustan Beverages Coca Cola Pvt. Ltd. JAMMU from 5thJune 2014 to 18th July 2014. for partial fulfillment of award of Masters degree in Business Administration of Ch. Devi Lal University, Sirsa, Haryana.
* 3 Month Summer Internship Project with Aviva Life Insurance, Jammu. Project titled “Employees Satisfaction regarding Recruitment & Selection” for partial fulfillment of award of Bachelors degree in Business Administration of Jammu University.

**COMPUTER PROFICIENCY**

* Familiar with Office Automation.
* Platform: Windows – 98/ 2003/ XP/2007,
* SAP & ERP Solutions.

**HOBBIES**

* Travelling, Reading Books, Playing Cricket.

**PERSONAL DETAILS**

* Gender : Male
* DateofBirth : 19thNovember,1991
* MaritalStatus : Single
* Nationality :Indian
* LanguagesKnown : English, Hindi

# AkshayTak