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**RAJKUMAR SHUKLA**

Contact details: Email: rajkumarshukla09@gmail.com Contact. No. 09335289598

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| Expertise: Sales & Marketing, Distribution Management |

Career Objective:-

Develop my career in Junior/ Middle level assignments in Sales & Marketing in a challenging environment

Core Competencies:-

Sales Lead

* Providing direction, motivation & training to the field sales team for ensuring optimum performance for all operational sales related departments.
* Training the team to keep a close check on stocks/ outstanding figures & ensuring adherence to the norms; reviewing yearly performance of sales team in the states for reporting to top management.

Sales & Marketing

* Analyzing latest marketing trends and tracking competitors’ activities and providing valuable inputs for fine tuning sales & marketing strategies.
* Managing sales and marketing operations, ensuring accomplishment of set business targets.

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| Career Highlights |

**Feb-2017-Till date:**Designation**-Territory Sales Incharge ,**Orgnization**-Godrej & Boyce Mfg.Co.Ltd.**

Working as **Territory Sales Incharge**  with . **Godrej & Boyce Mfg.Co.Ltd.**

& responsible for **Distribution** business consisting of Primary (Photo Studio) &Secondary Terrtiary sale of photo goods product apart from Revenue sale through the appointed Distributors with reference to accomplishment of acquisition targets.

**CURRENT JOB PROFILE**

-Distributor and photo studio, photo goods dealer network handling

- Achieving sales target. Development & Management of dealer & distributor network.

- To maximize profitable volume growth, market share & consumer preference in the

Assigned territory.

**-** To increasephoto studio, photo goods dealer and it dealer network

- Visual merchandising at our photo studio, photo goods dealer and it dealer network.

- Selecting, appointing the Distributor in Assigned territory.

**Jan-2017-Worked date:** Designation **-** **Sales Executive,** Organization**-I.M.S.Mercantiles Pvt. Ltd.,** location-**Lucknow(HQ)**

Working as **Sales Executive**  with . **I.M.S.Mercantiles Pvt. Ltd.**  & responsible for **Distribution** business consisting of Primary (Photo Studio) &Secondary Terrtiary sale of photo goods product apart from Revenue sale through the appointed Distributors with reference to accomplishment of acquisition targets.

**CURRENT JOB PROFILE**

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- To maximize profitable volume growth, market share & consumer preference in the

Assigned territory.

- Visual merchandising at our photo studio, photo goods dealer and it dealer network.

**-** To increasephoto studio, photo goods dealer and it dealer network

- Selecting, appointing the Distributor in Assigned territory.

**December-2012 – Worked date:** Designation-**Territory Sales Supervisor,** Organization-**Immense Power Pvt.Ltd**. Location- **Lucknow H.Q**.

Working as **Territory Sales Supervisor** with**. Immense Power Pvt.Ltd.** & responsible for **Distribution** business consisting of Primary (Photo Studio) &Secondary Terrtiary sale of photo goods product apart from Revenue sale through the appointed Distributors with reference to accomplishment of acquisition targets.

**CURRENT JOB PROFILE**

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- Achieving sales target. Development & Management of dealer & distributor network.  
- To maximize profitable volume growth, market share & consumer preference in the

Assigned territory.

- Visual merchandising at our photo studio, photo goods dealer and it dealer network.

**-** To increasephoto studio, photo goods dealer and it dealer network

- Selecting, appointing the Distributor in Assigned territory.

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| **Academic Credentials** |

* Completed **Masters of Business Administration (MBA)** with a specialization in **Marketing and Finance** from Institute of **Sikkim Manipal University 2009.**
* Completed Bachelors in Art from the **Lucknow University, Lucknow 2005.**

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| **Systems Knowledge** |

* Adequate knowledge of **MS** **office** and Internet applications.

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| **Personal Profile** |

Father’ Name  **:** BAJRANGI LAL SHUKLA

Date of birth **:**  15th July, 1981

Gender  **:** Male

Languages  **:**  Hindi & English

Area of Interests **:**  Reading and traveling

Address-C-2179/6 Indira Nagar, Lucknow-226016

Place**: Lucknow**  Sincerely

Date: (**RAJKUMAR SHUKLA)**