**RESUME**

Ajitesh Tripathi

V-Sarai Bairiya Khera

P-Malkey Gaon

D-Rae Barely (Uttar Pradesh)

(229215)

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Email Id - [ajiteshtripathi05@gmail.com](mailto:ajiteshtripathi05@gmail.com)

**Objective** - To work an environment which encourages me to succeed and grow professionally where I can utilize my skills and knowledge appropriately.

**Experience –**

**Psmmicare Private Limited**

**July 2021 - March 2022 (Sales Officer )**

Develope a network of distributor's and retailer's in the assigned region and achieve the sales target.

Co-ordination with distributor's and retailer's.

Responsible for generating business.

To develop highly collaborative clint relationship with distributor's and retailer's

To provide senior management updates regarding sales target.

Responsible for primary and secondary sales target.

**Nitiraj Engineers Limited**

**August 2017 - July 2019 (Sales Executive )**

To appoint new dealer's for sale the products.

Increase the sales volume of the products.

Advertised development of sales customizing approaches in

accordance with customer.

Build strategic plans for driving volume growth in assigned area.

Responsible for the business development.

Developing a strong working relationship with Customers.

**National Steel And Agro Industries Limited**

**May 2013 - June 2017 (Sales Executive )**

Helping customers by answering their enquiries.

Negotiating prices, warranty, terms and conditions directly whenpossible.

Collecting and analyzing market information.

Reporting sales figures and customer complaints to seniors.

Responsible to take deviation /diversion of non moving stock on thebasis of regular discussion with appropriate customers.

**Education -**

Devi Ahilya Vishwavidyalaya, Indore.

M. B. A. in Marketing and Human Resource.

Chhatrapati Sahu Ji Maharaj University, Kanpur.

Bachler in Science.

**Skills** -

Brand promotion sales.

Sales strategy.

Research the market and related products.

Business development.

Customer relationship management.

**Personal Details -**

Date of Birth : 05/07/1987

Fathers Name : Mohan LalTripathi

Marital Status : Married

Nationality : Indian

Languagesknow: Hindi and English

Knowledge of computer -

WINDOWS XP/Vista,(MS-office),word,Excel Power Point etc.

(I hereby declare that above information furnished by me is correct and up to best of my knowledge).

AjiteshTripathi