**CURRICULUM VITAE**

**ANIL PATHAK**

**# 15, SECTOR-1**

**PARWANOO (H.P.)**

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**Objective : To enhance the growth of the organization with**

**Best of my knowledge and ability**

**Summary : About Twenty year’s experience in sales & marketing.**

**Professional Experience**

**Organization** **:** **ASIAN GRANITO INDIA LTD.**

**Tenure** **:** MARCH 18 TO TILL DATE

**Dealing in :** GVT

**Designation :** Regional Manager

**Area Assigned :** HP/J&K and CHANDIGARH

**Reporting to :** Mr. Ashish Goel (AVP)

**OCT 16 TO MAR 18 : Worked as partner with my brother at Mandi(Himachal Pradesh) in his business.**

**Organization** **:** **LEXUS GRANITO (INDIA) LTD.**

**Tenure** **:** JULY 2016 TO OCT 2016

**Dealing in :** GVT/VITRIFIED TILES

**Designation :** Regional Manager

**Area Assigned :** Punjab/HP/CHD/J&K

**Reporting to :** Mr. Ashish Prashar

**Organization** **:** **Simpolo Vitrified (P) Ltd**

**Tenure** **:** August 2015 to April 2016

**Dealing in :** GVT/VITRIFIED TILES

**Designation :** Regional Manager

**Area Assigned :** Punjab

**Reporting to :** Mr. Daleep Dudani (VP) /Mr. Shekhar Sati(VP)

**Job profile** : Manage Dealers/sub Dealers in assign territory

and append new ones in the customs

**:** Provide the sales support to the Dealers/sub

Dealers and achieve the sales target.

**:** Collection of C’ form and outstanding from

Dealers/Builder/Industry.

**:** Handling one all the information and details to

my territory.

**:** Responsible for sale and promotion of

product of the company.

**Organization** **:** **Somany Ceramics Ltd**

**Tenure** **:** August 2006 to July 2015

**Dealing in :** GVT (earlier in global sales)

**Designation :** Sr.Area Sales Manager

**Area Assigned :** Punjab,Himachal Pradesh,Chandigarh

**Reporting to :** Mr. Rahul Sharma (D.G.M.)

**Job profile** : Manage Dealers/sub Dealers in assign territory

and append new ones in the customs

**:** Provide the sales support to the Dealers/sub

Dealers and achieve the sales target.

**:** Collection of C’ form and outstanding from

Dealers/Builder/Industry.

**:** Handling one all the information and details to

My territory.

**:** Responsible for sale and promotion of

Product of the company.

**Organization** **:** **Oracle Granite Ltd**

**Dealing in :** vitrified floor tile

**Brand Name :** MARBITO

**Tenure** **:** Since Feb. 2006 to August 2006

**Designation :** Sr. Executive Sale

**Area Assigned** : Chandigarh and Himachal

**Reporting to :** Mr. J.N Jha (R.M.)

**Job profile** **:** To establish network in the assigned territory.

**:** To recruit sales team and retain them by solving problems in generating revenue

**:** To make new promotional schemes and forward to

Management for approval

**:** To coordinate in between the company and the channel partners

**:** To introduce new and old architects and generate business through them

**Organization : M/s Impact Enterprises (P) Ltd.**

**Tenure :** October 2001 – to – February 2006

**Designation :** Senior Executive

**Reporting to :** Mr. Sudarshan singla

**Job Profiles :** To appoint dealers for the area assigned

To procure the sales and look after the payment collection

**:** To appoint dealers for distributors to liquidate the

Distributors stock

**:** To plan market strategies to promote the brand

**Achievements :** launched new product in market successfully

**Organization : M/s BHORUKA LOGISTICS LTD.**

**Tenure :** Jan 1999 – to - Sep 2001

**Designation :** Branch Manager

**Reporting to :** Mr. H.P. Sharma

**Job Profile :** To handle booking and delivery of goods.

**:** To identify the new customers.

**:** To plan different marketing strategies

**Achievements :** Awarded for best branch handling in1999.

**Educational Qualification:** Graduation in commerce from Kurukshetra University (1991-95)

Senior Secondary from Haryana education board (1989-91)

**Software Exposure :** Having basic knowledge of computer

Proficiency in Internet Browsing and basic knowledge of TALLY

**Personal:**

**Father’s Name** : Late.SH. D. D. PATHAK

**Marital Status** : Married

**Linguistic Qualities** : English, Hindi, Punjabi

**D.O.B :** : 26 January1973

**Leisure interest includes Music, Socializing, Traveling & Reading.**

**Date :- (ANIL PATHAK)**

**Place :-**