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| **CURRICULUM VITAE** |

Sushant Trikha

Permanent Address:

H.No. 271 Pacci Dhakki

Jain Bazar Jammu, (J&K)

Mobile: 9103499088

E-mail: [*Sushanttrikha20@gmail.com*](mailto:Sahaniratan@gmail.com)

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| **PROFESSIONAL SYNOPSIS** |

* A competent Techno Sales professional with **over 4.3 years’** experience in Marketing Support, Business Development, MIS design & Analysis, Team Management and Marketing Intelligence.
* Expertise in exploring new markets for expanding businesses and streamlining operations.
* Possess proactive attitude & proven ability to manage multiple assignments efficiently with quality under extreme deadline schedules pressure.

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| **PERSONAL PROFILE** |

I am an energetic, ambitious person who has developed a mature and responsible approach to any task that I undertake, or situation that I am presented with. As a graduate with experience in management, I am excellent in working with others to achieve a certain objective on time and with excellence.

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| **AREA OF EXPERTISE** |

**Business Development:** Conducting competitor analysis by keeping abreast of market trends and competitor moves to achieve market share. Identifying business opportunities through market surveys and mapping as per targeted plans. Managing MIS activities and Generating Business through scientific communications.

**Distribution Management:** Enabling business growth by proper handling of distributors and ensuring availability of products. Administering the retail level on a weekly and monthly basis. Developing the distribution networks resulting in deeper market penetration.

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| **WORK EXPERIENCE** |

Organization : Bharat Petroleum Corp. Limited (under third party)

Designation : Civil Engineer cum Techno Sales Engineer.

Division : Sales and Distribution and Engineering activities.

Tenure & Location : 2018 September to Till now.

Joined as Techno Sales Cum Civil Engineer. (Representative). Handling distributors and Authorised Retail Outlets. Now based at Jammu and handling districts of Jammu&Kashmir.

Organization : ACC Cements (C&F)

Designation : Sales

Tenure & Location : 2014 Oct to 2015 August

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| **ROLE AND RESPONSIBILITIES** |

* Handling distributor’s product availability.
* To market Development for the required areas.
* To co-ordinate with dealer's and help him to provide indent.
* To make New Outlets. Horizontal Expansion
* To plan different promotions for making product available in the market.
* Educating DSM's teams for attaining Organizational overall objective by formulating polices in accordance with companies rrequirements.
* Maintaining the market data.
* Having monthly review with team regarding Market execution, availability and target performance.
* To maintain Outlet master to know our outlet level reach in territory.
* Visiting market to understand and resolve queries regarding.
* Ensuring proper availability of stock at distributors and in the market.
* Arrange meeting of dealer's andcustomers meeting with support officers
* Planned meeting of our influencers and awareness camp about the quality and quantity of petrol and diesel.
* Handling complaints and issues of customers.
* Analysing business potential, conceptualizing & executing strategies to drive sales.
* Monitoring competitor activities & formulating effective counter measures.
* Identifying, qualifying, pursuing business opportunities through market surveys.
* Balance conformation from non trade parties in Jammu region.
* Making relation with non trade parties for sales purpose

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| **PROFESSIONAL QUALIFICATION** |

MBA (marketing) (Jaipur National University) (2019-2021) (DISTANCE MODE)

B.tech in Civil Engineering (MBU) (Manav Bharti University) (2015-18)

Diploma in Civil engineering (JKSBOTE) (2011-2014)

12th Class in non medical (JKBOSE) (2010)

10th Class in general subjects (JKBOSE) (2008)

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| **INTREST AND HOBBIES** |

Listening Music

Playing Cricket

Reading

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| **PERSONAL INORMATION** |

Date of birth: 20th Oct.1991

Sex: Male

Nationality: Indian

Marital Status: Married

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| **DECLARATION** |

I hereby declare that the above mentioned details are true to the best of my knowledge

Date:- 24th of March,2022 Sushant Trikha