**CURRICULUM VITAE**

**SATISH PURI**

Road No.- 1, Shankarpath, Jagnathvihar

New Pundag, Ranchi, Jharkhand.

E-mail: [purisatish023@gmail.com](mailto:purisatish023@gmail.com)

Mobile No. 91-9717089816

**CAREER OBJECTIVE:**

Seeking a better career in an organization, where I can best utilize my knowledge will be upgrade skills to improve my work culture and bring my ideas efficiently into action.

**AMBITION:**

To successfully leads a team of people towards achieving the organization goal with best utilization of available resources.

**PROFESSIONAL QUALIFICATION:**

* Post Graduate Diploma Management from Institute of Management Studies, (A.I.C.T.E.).2009-11

**ACADEMIC QUALIFICATION:**

* Matriculation passed from Jharkhand Secondary Examination Board (2002).
* Intermediate of Commerce passed from Jharkhand Academic Council (2004).
* Bachelor of Commerce passed from Ranchi University (2007).

**Key Skill:**

Presentation Skills, Client Relationships, Emphasizing Excellence, Energy Level, Negotiation, Prospecting Skills, Meeting Sales Goals, Creativity, Sales Planning, Independence, Motivation for Sale

**IT SKILL :**

* Basic knowledge in Computer.( Ms-office )

**WORK EXPERIENCE:**

* Currently Working In **Lexus Granito India Ltd**. As a **Sr. Area Sales Manager ( Entire Jharkhand) Sept. 20 to Till date**

**Job Description:**

* Developed Dealer Network and Handling sub-dealer
* Meeting with Architect ,Builders Contractors and PSU’s
* Searching new Project Site and channel Partner
* Payment Follow and Collection
* 3 yr. Experience in **ASIAN GRANITO INDIA LTD.** As a **Area Sales Manager ( Jamshedpur and Deoghar area) Jan.17 to Aug. 20**

**Job Description:**

* Developed Dealer Network and Handling sub-dealer
* Meeting with Architect ,Builders Contractors and PSU’s
* Searching new Project Site
* Collection Payment and C form
* 1 yr. Experience in **SOMANY CERAMICS LTD**. as a **Territory Manager**.( **Gwalior and its Surrounding Areas)** Dec.15 to Dec 16

**Job Description:**

* Developed Dealer Network and Handling Distributor and sub-dealer
* Meeting with Architect ,Builders Contractors and PSU’s
* Searching new Project Site
* Collection Payment and C form
* 2 yrs Experience at **Ratnagiri Ceramics Pvt Ltd.** as a **Area Sales Manager(Northern Region )** Sept.13 to Dec.15

**JOB DESCRIPTION:**

* Dealer’handling
* Generating sales ( Cross Sale & up Sale) with in Portfolio.
* Retaining existing business.
* Meeting clients and resolving their issues.
* **Payment** and ‘**C**’form Collection
* Preparing Report for Increase counter sales
* PR with dealer’s sales boy’s
* 2Yr work experience as a **Marketing Executive** under **Shine Metal Udyog Pvt. Ltd** (May 2011 To July 2013)

**JOB DESCRIPTION:**

* Approach potential customers with the aim of winning new business
* Researching the market and related products
* Understanding the customer requirements and presenting a customized product
* Setting up the appointments and scheduling the meetings, Technical Discussions & Demos with the clients
* Coordinating with the Tech support team & Managers for strategizing the deals & discussing the prospective leads. Initializing the sales and closing the deal with the guidance of Manager.
* Negotiating the terms of an agreement and closing sales. Conducting Follow-ups till the deal gets closed.

**PERSONAL PROFILE:**

Mother’s Name : Smt. Sharda Devi

Father’s Name : Shri Gopal Puri

Date of Birth : 18/12/1986

Permanent Address : L4-134, Old Baradwari

Sakchi, Jamshedpur, Jharkhand

Nationality : Indian

Marital Statu : Married

Languages known : Hindi & English

Hobbies : Making good relations with

friends,Traveling, Surfing Internet, Reading Books,

News papers Etc.

**DECLARATION:**

I hereby declare that all the information given above is true to the best of my knowledge.

Date………………….

Place **(Satish Puri)**