Curriculum Vitae

Abhijeet Arun Sakhare

E-Ward, Punya Parva Apartment,

Near Apple saraswati hospital,

E201, 2nd floor,

Kadamwadi- Kolhapur

PH : **8149110227 / 7276887562**

Email: abbey1216@gmail.com

**Objective:**

Seeking a position in the best field that utilizes my talent and logical skills, and offer me high level professional growth in my future.

**Sales Experience:**

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• Distribution owner for TTML, Tata Docomo, HLL, Britannia from 2005 to 2017

• Business Executive for Imaginon tech venture pvt ltd.(Unstocker E-commerce platform for industrial goods) for Navi Mumbai, Thane, Satara and Kolhapur region from April 2017 to December 2020.

• Business Development Executive for Ghodawat foods international pvt ltd. For Star Air- Aviation department for Star Magazine from Jan 2020 to August 2020

• Business Development Executive for Udaan B2B for both Purchase and Sale department for Kolhapur and sangli district from September 2020 to May 2021.

• Sales Officer for Reliance Retail in Ajio Business wholesale for Ratnagiri Rural (Lanja, Rajapur) from June 2021 to till date.

**WORK INCLUDES (for Unstocker)**

* Visiting and explaining Manufacturing Industries and traders to Explain about Unstocker.com Website via cold calling and taking an appointment and generating leads.
* Visiting Clients Office by Fixing an Appointment on Calls
* Updating Back office Team about the Appointment Status
* Generating Revenue from Client by pitching them for Paid Listing, Banner & Ads on Websites.
* Informing Client about the Advantage of Paid Listing, Banner & Ads on Websites
* Follow Up with Client for New References to Generate more Leads & Revenue for Website
* Solving Clients Queries of Listing & Correcting them on the Same
* Maintaining Daily Report and Updating the same Leadsqaured Crm Software
* Training New People on Field for Cold Calling, Follow Up & References
* Helping Colleague for Generating New Leads & Creating Field Reports on Time

# WORK INCLUDES ( for Star Air)

* + Find prospective companies or groups and taking Ads for magazine.
  + Visiting and calling to hotel groups, air ticket booking companies, different big brands company’s concern department and pitch them about ad page.
  + Explaining about page size, visibility of ad, explaining targeted audience for ad, design rate package as per edition and making contract of clients.
  + Corresponding mails to the clients.
  + Visiting local brands and companies to take their ad.
  + Visiting local and global Ad agencies.
  + Maintaining daily report of calling and visits.
  + Generating revenue from client’s given Ads.
  + Maintaining report of payments, follow up of payments.
  + Allocation and distribution of magazines.

**WORK INCLUDES (For Udaan)**

* On boarding sellers, vendors and buyers(retailers)
* Supply adequate vertical to get an orders
* Negotiation with vendors for rate
* Finalize rate with vendor and take follow up for P.O.from concern department
* Enquire daily market ratesTaking survey in market about new brands, rate, other requirements
* Appoint new vendors.
* Daily visit to retailer.
* Achieve daily,weekly, monthly sale target.
* Taking retail as well as bulk orders.
* Making daily route plan and do market accordingly.
* Working in a team and also as a individual.

**WORK INCLUDES (FOR AJIOBUSINESS)**

* Retailer Onboarding with valid documents.
* Create awareness to purchase team for needed brands.
* Suggest new brands in clothing and footwear.
* Taking orders from retailers, educate them about schemes, discounts and coupons.
* Help retailer’s to earn more margin from available platform.
* Taking payments from retailers, allocation of credit to retailers,
* Keep market clean with taking regular payments from market.
* Maintain gross and net profit for company with higher percentage.
* Taking Orders with educating brand to brand.
* EOM maintain at least more than 80% credit collection from market.
* To make and Follow work plan, beat plan and daily market activities and achieve targets accordingly.

**Education Details:**

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| **Year of passing** | **Class** | **Percentage** | **Examination** |
| March 1997 | S S C | Second Class | Maharashtra Board |
| March 1999 | H S C | Second Class | Maharashtra Board |
| March 2002 | B. Com | Second Class | Y M College, Pune (Bharati Vidyapeeth |

Signature