

KALPESH GANDHI

Email: kalpesh1980_gandhi@rediff.com

Mobile: + 91- 7767951020

CAREER OBJECTIVE

To work as a core professional in a challenging environment and contribute towards achievement of organizational goals and objectives

AN OVERVIEW

- A result oriented professional with experience of 10years in Sales, and Team Management.
- Fully experienced in increasing sales revenues, exceeding targeted sales goals, developing profitable and productive business relationships and market development.

ORGANISATIONAL SCAN

- Sales: Taking care of the sales with focus on achieving predefined sales target and growth. Forecasting and planning monthly & quarterly sales targets and executing them in a given time frame.
- Team Management: Providing direction and motivation for ensuring optimum performance & enhancing their professional and soft skills.

EXPERIENCE DETAILS:

01stAugust 2013 to 4th August 2019

TRUPTHPANAK TRADERS

AREA SALES OFFICER

Key Deliverables:

- Achieving increased sales growth authorised the distributor of the company.
- Selling of TATA Tea and Dabur Real Juice.
- Handling area from Vasai to Virar.
- Handling 200 retailers.
- Developing periodic business plans & strategies, in coordination with macro plans of organization.
- Taking the orders from Retailers.
- Generating bill.

July 2009 to 29th JULY 2013
SHREE VARDHAMAN AGENCY
AREA SALES OFFICER

Key Deliverables:

- Achieving increased sales growth authorised the distributor of the company.
- Selling of TATA Tea and Dabur Real Juice.
- Handling area from Vasai to Virar.
- Handling 200 retailers.
- Developing periodic business plans & strategies, in coordination with macro plans of organization.
- Taking the orders from Retailers.
- Generating bill.

Achievements:

Got appreciation from Superiors.
Got 20% Salary hike for good performance

FEB 2006 TO JULY 2009
HDFC BANK LTD
TEAM LEADER

Key Deliverables:

- Started as a sales Executive
- Sourcing of CURRENT ACCOUNT & SAVING ACCOUNT
- Regular Product & Sales Training sales Executive
- Motivate & Driving the team member to meet sales Target.
- Making long term relationship with the clients by providing the account as per their need.
- Achieving sales targets by continuous follow up with the clients and their references.
- Customer Service & Lobby Management.
- Qualified for the Goal sheet within 7 months from the date of joining.
- Handling the team of Executive (5).

Notable Attainments:

- Promoted as a team leader within the span of 12months.
- Added a highest number Business within the Organization

April 2003 to Feb 2006

A1 ENTERPRISES

SALES OFFICER

Key Deliverables:

- Collecting orders from shop to shop
- Generating bills
- Dispatching the goods

ACADEMIC CREDENTIALS

2000 H.S.C FROM MUMBAI UNIVERCITY 2nd class.

2003 BACHELOR OF COMMERCE FROM MUMBAI UNIVERSITY. 1stclass.

PERSONAL DOSSIER :

Name : Kalpesh Gandhi
Date Of Birth : 25TH NOV 1980
Birth Place : Mumbai
Marital Status : Single
Nationality : Indian
Address : C/201 Abhilsha Chs
Behind Sai Nager
Vasai Road West
Thane - 401202

DATE:

PLACE:

KALPESH GANDHI