

Raj Pandey

Badarpur, Delhi 110044

rajpandey3_8zg@indeedemail.com

+91-7836810451

An accomplished professional with distinguished career of over five and half years in managing key responsibilities, leading from the front and taking strategic decisions at the top for spear-heading growth and long-term values.

Visionary, engaging leader with proven qualification in sales management, master planning and managing customer's relations.

Work Experience

Sales Manager

Braino Services - Delhi, Delhi

April 2019 to Present

Responsibilities:-

1. Team managing and mapping the team performance.
2. Customer manager: Strategically foster customer engagement.
3. Empathy and ability to understand customer viewpoint and customer service.
4. Handling promotional activities & ensuring product availability at all relevant counters of territory.
5. Ability to unite a team under a shared vision and know what motivates each member.
6. Assign and developing the territory and making the business path for a company.
7. Developing the Retailer, resulting in deeper market penetration and reach.

Territory Sales Manager

SnapBizz Cloudtech Pvt. Ltd - Delhi, Delhi

May 2017 to March 2019

Responsibilities:-

1. Team managing and mapping the team performance.
2. Formulating a systematic root plan for expansion of retail coverage and monitoring there sales on weekly basis.
3. Retailer wise and area wise business planning.
4. Handling promotional activities & ensuring product availability at all relevant counters of territory
5. Appoint of dealer and retailer.
6. Assign and developing the territory and making the business path for a company.
7. Developing the Retailer, resulting in deeper market penetration and reach.

RETAIL ACCOUNT MANAGER

JUST BUY LIVE - Delhi, Delhi

March 2016 to May 2017

Responsibilities:-

1. Responsible for overall client satisfaction, collaborating with four internal teams such as account management, underwriting, clinical, and operations.

2. Formulating a systematic root plan for expansion of retail coverage and monitoring there sales on weekly basis.
3. Distributor wise and area wise business planning.
4. Handling promotional activities & ensuring product availability at all relevant counters of territory.
5. Developing the distribution channel, resulting in deeper market penetration and reach.

Sales officer

NOURISHCO SYSTEMS PVT - Hyderabad, Telangana
May 2013 to February 2016

Responsibilities:-

1. Achieving primary and secondary sales target.
2. Developing the distribution channel, resulting in deeper market penetration and reach.
3. Formulating a systematic root pla for expansion of retail coverage and monitoring there sales on weekly basis.
4. Distributor wise and area wise business planning.

Education

Pgdm in "National Service Scheme"

GSPG COLLEGE for orphan Children
2010

PGDM in Marketing & Finance

School of Business Excellence

B.Com. in Intermediate

Purvanchal University

Art Science

U.P. Board

Win zest Management training program

Skills / IT Skills

Packages: MS- Office, MS- Word, Power Point, Excel., Operating system: Window 98/XP/07. Internet applications. BEYOND CURRICULUM, Attended various training programs organized by GSPG COLLEGE:, Win zest Management Training program., Seminars by Krishna SagarRao on Emotional Intelligence., "MAGNATE" session by India's best trainer & coach, AkashGautam., MaxLeap Program on Marketing and Sales conducted by Purple Leap., Placement Training program by Mafoi Randstad., Participated in 'PRAYAS'-an attempt to help orphans organized in GSPG COLLEGE., Session by 'Stephen Lin' on Strategic Management at FAPCCI., Event organizer in all school and college annual day functions and other technical events..