

Amruta Kelkar

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Flat No 103, First Floor,
In front of Thakur Nursing Home
Madhav Ganj, Gwalior (MP)

CAREER OBJECTIVE

Seeking a challenging and dynamic position with a growing firm to add some value for the better growth and profit of the organization along with developing my knowledge and selling skills.

WORK EXPERIENCE

INTEGRATED MOBITECH INDIA PVT LTD

1 JUNE 2019, TO TILL DATE

Designation: Area Sales Manager (ASM) – Iccon Mobile Accessories(Gwalior)

Key Responsibilities:

- Responsible for coordinating with the existing dealers of the company.
- Updating dealers about the change in product price and new product launch.
- Meeting the new target customers and converting them into customers.
- Solving the problem and queries of existing dealers and corporate customers.
- Giving all the details of the company to the upcoming dealers and explaining them policies for the dealership. Organizing events at the dealers place to attract more customers.
- Meeting dealers on daily basis and helping them in finding customers.
- Making daily call reports and sending them to the seniors.
- Attending meetings and monthly closing at office.

ADVANCED COMPUTER AND MOBILE INDIA PVT LTD

MAY 2018 TO 30 MAY 2019

Designation: Area Sales Manager (ASM) – Infocus Mobile(Gwalior)

Key Responsibilities:-

- Handling distributor channel & partner channel.
- Responsible for coordinating with the existing dealers of the company.
- Taking orders of the Infocus Mobiles from the dealer.
- Updating dealers about the change in product price and new product launch.
- Meeting the existing **corporate customers**.
- Meeting the new target customers and converting them into customers.

Solving the problem and queries of existing dealers and corporate customers.
Searching for new dealers and corporate customer.
Giving all the details of the company to the upcoming dealers and explaining them policies for the dealership.
Organizing events at the dealers place to attract more customers.
Meeting dealers on daily basis and helping them in finding customers.
Making daily call reports and sending them to the seniors.
Attending meetings and monthly closing at office.

CAREER HISTORY

QUICK HEAL TECHNOLOGY PVT. LTD. (1 Year)

12 JULY 2016 TO 26 nov 2017

Designation:Senior Area Sales Manager(Sr-ASM)(Gwalior)

Key Responsibilities

Successfully rebuilt business by refocusing sales/marketing strategy on referral and channel relationships.
Strategically managed and grew distributor relationships, evaluating their performance region by region and identifying opportunities to seek deeper market penetration.
Facilitated and participated in weekly primary sales and sales out planningincrease a sales and achieve the target.
Prospected for new business through telemarketing, direct mail, and networking.
Handling the Distributors and sub- dealers in Jabalpur and Mahakoshal.

Apps You Need (1 Years)

MAY 2015 TO JUNE 2016

Designation: Territory Sale Manager (TSM) (Gwalior)

Key Responsibilities

Responsible for assigned sales targets (monthly, quarterly and annually).
Goals set for centres month on month, maintaining relationship with target dealers.
Responsible for Generating Sales & Achieving Sales Target.
Supervision of Entire Sale Transaction.
Maintain good relation with dealers.

Apps Daily Mobile App (3 Year)

APRIL 2012 TO MAY 2015

Designation: Team Leader (TL) (Gwalior)

Key Responsibilities

Responsible for Generating Sales & Achieving Sales Target.
Supervision of Entire Sale Transaction.
Handled the In shop promoter.
Maintain good relation with Customers.

ACADEMIC QUALIFICATIONS

Graduate in **B.Com (Bachelor of Commerce)** from Jiwaji University, Gwalior.

Senior secondary passed from MP Board .

High School passed from MP Board .

KEY SKILLS

Good convincing skills.

Good analytical and problem solving skills.

Hard working.

Passionate about my work.

COMPUTER

MS-Excel

Power Point

MS-Word

HOBBIES

Listening Music.

Watching Movies.

Reading Books.

PERSONAL INFORMATION

Date of Birth	28 Jan 1986
Husband's Name	Kshitij Kelkar
Permanent Address	Amruta Kelkar Flat no 103, First Floor In Front of Thakur Nursing Home, Madhav Ganj, Gwalior (M.P.) Pin-474001 English & Hindi
Language Known	Married
Marital Status	

I hereby declare that the information furnished above is complete and true to the best of my knowledge

(Amruta Kelkar)