

CURRICULUM VITAE

Abhilash Dorle
Behind Rohit Petrol Pump,
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Dist. Chandrapur
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Value Offered:

- Master of presentations Extensive
- coldcalling experience
- Passion for gaining personal relationships with clients

Key Skill:

Power Point Presentations, Public Speaking, Team Handling,
Complaints Handling, Consultative Sales

Sales Experience:

VeelsPlus TouchTech Pvt. Ltd.

We are mainly deals in Logistic IT Solutions, Petroleum IT Solutions.

Designation : Area Sales Manager

Profile : ASM

Duration : From June 2020 To Jan2021

Area : Vidarbha

Key Tasks /Responsibilities :

- Building and managing a team of high performance Direct A.S.O. & Channel Partners
 - Identification and mapping of the potential market in the specified territory,
 - Lead the complete cycle of new customer acquisition , onboarding and service delivery,
 - Identifying opportunities for further business/new product expansions in the market
And taking forward the same to the Management,
 - Responsible for achievement of the overall business financial metrics for the region.
 - Relationship management & trouble shooting issues for onboarded customers,
 - Driving key initiatives focused on improving the revenue penetration in existing customers & customer retention.
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BlackBuck (Zinka Logistic Solution Ltd.)

We mainly deals in Logistic IT Solutions,.

Designation : Area Sales Officer

Profile : ASO

Duration : From June2019 To June 2020

Area : Chandrapur , Gadchiroli & Nashik.

Key Tasks /Responsibilities:

- Identification and mapping of the potential market in the specified territory,
 - Lead the complete cycle of new customer acquisition , onboarding and service delivery,
 - Identifying opportunities for further business/new product expansions in the market
And taking forward the same to the Management,
 - Planning and conducting various ATL/BTL activities across the region,
 - Responsible for achievement of the overall business financial metrics for the region,
 - Building and managing a team of high performance direct sales associates,
 - Relationship management & trouble shooting issues for onboarded customers,
 - Driving key initiatives focused on improving the revenue penetration in existing customers & customer retention.
 - Building and Managing A team Of Channel Partners.
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CONFIDENCE PETROLEUM INDIA LTD.

The Confidence Group, mainly Dealing in Cylinder Manufacturing, Refilling, Auto LPG & LPG (Go Gas Brand). We Are the Part of LPG (Go Gas) Department.

Job Profile : Marketing Executive

Duration : From Aug 2016 to Jun2019.

WorkResponsibility :

Job Profile : Organize meetings with new and established Dealers and perform sales .Generate referrals and build personal relationships with each Dealer . And also grow Sales and appointing a new Dealers in our Locations.

Handling area-Chandrapur, Gadchiroli Dist. And Wani Also.

Hinduja Leyland Finance Ltd

The Hinduja Group, Comprising with Heavy Commercial Vehicle as well as banking and NBFC also. We are the part of Two Wheeler Finance department.
In this Company I Got Promoted To Marketing Executive from
CSA and Sallary Increment Also.

Job Profile : Counter Sales Associate.

Duration : From March2013 To DEC2015

Work Responsibility :

Job Profile : Organize meetings with new and established clients and perform sales. Generate referrals and build personal relationships with each client and close sales by signing contracts
Maintaining Sales & Collection.

Education:

B.A. - I.S.B.M.

RAJIV GANDHI D.T.ED—Pune Board.

HSC in Commerce from Maharashtra state Board with 60.33 % in 2009.

Technology:

Operating Systems: Windows, XP7

Packages Known: MS Office (Word, PowerPoint, Excel).

Extra-Curricular Activities:

- Member for the Team for Intra College Dance Championships in2012.
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Personal Details:

Full Name : Abhilash Pandurang Dorle
Father Name : Pandurang Dorle
Date of Birth : 08/09/1990
Marital Status : Single
Hobbies

- Watching T.V.
- Driving
- Playing football

Strengths:

- High Sporting spirit
- Excellent Networking Skills

Languages: Expert written and verbal fluency in English, Hindi and Marathi.

I consider myself familiar with above specified Aspects. I am also confident of my ability to work with team.

I here by declare that the information furnished above is true to the best of my knowledge.

Date:

Place: Chandrapur

[Abhilash Dorle]