

Available to join immediately

CHETAN KOTRIWAR

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Contact No:- 8149713588

Love solving challenging business problems; excellent skills in driving the team to the end result; proven ownership

Profile, in short:

MANAGEMENT SKILLS

- Excellence in Analysis and Problem Solving
- Marketing Strategies
- Strong Influencing Skills
- Achievement oriented
- Team Builder
- Persuasive Communicator

- ❖ A dynamic professional with 10+ years of experience in **Sales & Marketing**, Client Relationship Management, and **Channel management**
- ❖ Currently working with **NoBroker Technologies Solutions Pvt Ltd.** in a **leadership role— Sr.Area Sales Manager**
- ❖ Recognized proficiency in handling **sales operations** with keen focus on accomplishment of company's mission & profitability targets
- ❖ Proven track record of successfully superseding predefined targets and accomplishing consistent growth in subscriber base
- ❖ Excellent organizational and planning skills with demonstrated abilities in **leading motivated teams** towards achieving organizational goals
- ❖ Exemplary skills in **communication** with demonstrated abilities in mentoring and motivating large size teams towards achieving organizational goals

ORGANIZATIONAL EXPERIENCE

- ❖ **NoBroker Technologies Solutions Pvt Ltd.**
- ❖ **Oct'20 – Till Date**

Sr.Area Sales Manager

Job Profile:-

- **Leading a team of 6 TERRITORY MANAGERS** who were responsible for sales, Co-ordination and operations in Nagpur location.
- Liaising with Builders, Apartments and Residential Societies management committee members
- Setting monthly sales plan and designing promotional schemes to enhance business
- Responsible for Collection of payments from clients.
- Renewal of contracts copy of clients and renegotiation on prescribed slabs.
- Daily reporting of team, maintaining DSR Report, day to day operations and achieving DRR.
- To start operation in new locations in Nagpur wherever there is market opportunity after study.

- ❖ **WEDDINGZ.IN**

SEP'19 – SEP'20.

CLUSTER HEAD

Job Profile:-

- **Leading a team of 15 VENUE MANAGERS** who were responsible for sales, Co-ordination and operations in Vidharbha location.
- Liaising with channel partners, vendors, and important stakeholders like marketing agencies

- Setting monthly sales plan and designing promotional schemes to enhance business
- Responsible for Collection of payments from clients, vendors & settling the bills of channel partners
- Renewal of contracts copy of Channel partners and renegotiation on prescribed slabs.
- Daily reporting of team, maintaining DSR Report, day to day operations and achieving DRR.
- To start operation in new locations in Vidharbha wherever there is market opportunity after study

❖ **TATA TELESERVICES (MAHARASTRA) LTD** -- **JAN'16 - JULY'19**

ASSISTANT MANAGER

Job Profile:-

- **Leading a team of 25** dedicated DSE responsible for selling prepaid sim card and recharge voucher along with recharge balance & catering the geography of Nagpur, Gondia and Bhandara.
- Responsible for appointment and. Managing distributors and KROs.
- Training to in-house team on implementation of new policies routed by head office.
- **Channel management: Managing 7 distributors and 525 sub dealers.**
- To expand distribution width and depth for enhancing the sales for the distributors.
- Regularly providing training, conducting sales meeting. Encouraging team members to achieve the desired target.

❖ **SHARP BUSINESS SYSTEMS INDIA PVT LTD** -- **NOV 2011 - DEC'15**

TERRITORY MANAGER

- **Career Path:-** Joined as Management trainee in Nov 2011 and was handling Vidharbha area for sales of consumer electronics and home appliances.
- **In June-2013 Got promoted as Territory manager handling distributors, channel sales, SSD, Direct sales and institutional sales.**

Job Profile:

- Handling the team of 9 sales officer & 15 in shop demonstrator at all the locations of Entire Vidharbha area.
- Sales Volume Target Achievement through channel sales team
- Training to In-house Staff, in-shop demonstrator.
- Handling exclusive Brand shops.
- Planning of Sales Activities with dealer and Execution.
- Building Business relationship with new dealership in automobile sectors in Vidharbha area.

Strategic Planning:

- Weekly Sales Planning, Activity Plan, Enquiry Analysis.
- Executive wise, area wise target mapping.
- Promotional activity related to Enquiry generation at various levels.

❖ **ESMS (EX-SERVICE MENS MULTIPURPOSE SERVICES LTD)** -- **MAY'10 - NOV'11**

ASSISTANT MANAGER

Job Profile:-

- Owner of operational domain of the region. Troubleshooting and resolving any ops issues
- To **study the market potential** and exploring business opportunities thus creating a new unit
- To convert the clients by engaging through entire **sales funnel from lead generation to closure**
- **Site business audits** to ensure that the place is fit for business as per standard operating processes
- **Primary sales** and ensure a **recurring sales** association with clients, thus contributing to the top-line

ACADEMICS

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- MBA — Tirpude institute of Management Education, Nagpur. **Marketing Major**
2008-10
 - PGDFM — Bhavans College, Mumbai. **Financial Management Major** 2007-08
 - BBA – Tirpude college of social works. Nagpur University 2004-07
 - HSC – (Science) Dinanath School & Jr. College, Nagpur 2004
 - SSC – Saraswati Vidyalaya Nagpur 2002
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PERSONAL DETAILS

Father's Name : Kishor Kotriwar
Date of Birth : 17th Nov 1986
Languages Known : English, Hindi and Marathi
Marital Status : Married
Present Address : Plot no 409, VIP Road, Near Bishop Cotton School, Dharampeth, Nagpur-440010.
Place : Nagpur

(Chetan Kishor Kotriwar)