

Abhishek

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**Over 9 Years of experience in Business Development/Sales/Marketing/Channel Management/
Distribution Management/Team Handling in Different Sector Telecom & Automobiles industry)**

- Worked in **Smart Auto Systems Pvt. Ltd.** as **Assistant Sales Manager** (Since April. 2019)

HQ: Hyderabad

Credible for: - Rajasthan

Handling and creating more points in Rajasthan

Work Profile: -

- Expansion of Horizontal & Vertical Expansion
 - Demand Planning/Replenishment systems & Process Governance includes Pre-sell, Fill rate, System
 - Warehousing and Distribution Cost management
 - Business Development
 - Ensure to achieve all Primary & Secondary (Rural) target & do profitable business with all system & processes
 - Analysis different promotion schemes & Market Share (Rural) of competitor
 - Strengthen rural distribution through Hub and Spoke model
- Experience in consumer durable **AUTOCOP INDIA PVT. LTD.** as **Area Sales Manager** (Since Sept 2015 – May 2019)

HQ: Jodhpur

Credible for: - Jodhpur District

Handling Sales Team, Deals in all kinds of Car Accessories like Center lock, power window, tracking device etc. Create new Dealers

Worked as a Sales **Manager** in **Aditi Enterprises** (Since May 2009 – Aug 2015)

HQ: Jodhpur

Credible for: - Jodhpur District

Worked for Tata Indicom Wireline and Wireless products.

Achieved attainment of maximum revenue targets through DOCOMO numbers

Played a key role in conducting training programs for feet on the street.

KEY SKILLS

- SALES & MARKETING
- GROWTH IN-Volume /Business & Revenue Generation.
- SALES- Retail, Modern Trade, Key Account, Direct Route Distribution
- DISTRIBUTION SYSTEM (FOR NEW RETAIL SECTORS, DIRECT ROUTES, C&FA/DISTRIBUTORS)
- TRAINING
- PLANNINGS
- IMPLEMENTATIONS OF NEW SYSTEM'S
- TEAM MANAGEMENT
- REPORT MANAGEMENT

ACADEMIC CREDENTIALS

- Bachelors in Arts (B.A) from M.D.S University, Ajmer **Year of Completion:** - 2009
- Senior Secondary from Board of Rajasthan, Ajmer **Year of Completion:** - 2005
- Secondary from Board of Rajasthan, Ajmer **Year of Completion:** -2003

PERSONAL DETAILS

Father Name : - Mr. Paras Mal Parihar

Mother Name : -Mrs. Madhu Parihar

Date of Birth : - 3, March, 1989

Gender : - Male

Marital Status : - Married

Language: - English, Hindi & Regional

DECLARATION: -

I am Abhishek Parihar *S/O MR.* Paras Mal Parihar hereby declares that the information stated above is true and correct to the best of my knowledge and belief.

Date:

Jodhpur

Abhishek Parihar