

TAUQEER ALAM ANSARI

Phone : 8962663369

E-Mail : tauqeer508@gmail.com

Career Objective

Seeking for opportunity where in my qualification and professional experience could be optimally utilized and I could contribute to the organizational growth through Building, formulation & implementation of Sales and Marketing systems & practices as per business needs.

Professional Synopsis

-
-
- A Marketing & Sales professional with total 9 years' experience in & Channel Sales, concept sales & telecom sales.
 - B.Com with 61% aggregate
 - An effective communicator with good convincing skills & strong analytical, problem-solving & Organizational abilities.

Work Experience

Currently Working At Pernod Ricard India

Company : Pernod Ricard India

Designation : DSM

Location : Jabalpur Division March 2023 To Present

Responsibilities : Key Accounts Handling On Trade And Off Trade Outlets Of Jabalpur Division

Previous Experiences

Company : United Spirits Limited, (DIAGEO)

Designation : TERRITORY SALES EXECUTIVE (Customer marketing)

Location : JABALPUR, NARSINGPUR & DINDORI Duration : Feb 2019 to March 2023.

Roles and Responsibilities:

- ▢ Achievement of volume & value targets.
- ▢ Taking care of Jabalpur, NARSINGPUR & DINDORI divisions Responsible for planning & execution of BTL & TTL activities.
- ▢ Responsible for monitoring the marketing & ensuring its best utilization
- ▢ Supervising team of activation executives & shouldering to MERCHANDISER & AEs in order to achievement of sales targets.
- ▢ Responsible for planning & execution of multiple promotions & events at on premises & off premises.
- ▢ Responsible for generation of sales & brand building through corporate tie-ups, party order & other events.
- ▢ Responsible for taking care of key accounts.
- ▢ Responsible for perfect execution of QDVP & assisting to sales team for the same across the divisions.
- ▢ Responsible for providing marketing support to sales team.
- ▢ Responsible for developing and manage vendors for signage, merchandising equipment etc & getting job done through vendors within the timeline. Management of existing channel partners Supervising activation executives.
- ▢ Responsible for maintaining sku wise brand availability in depot & shops.
- ▢ Responsible for maintaining visibility, merchandising & POP at retailer's counter through AE'S
- ▢ Responsible for processing & executing the claims of distributors & settle them within the time limit.
- ▢ Maintaining the accounts of distributor's scheme redemption.
- ▢

Company : Mahindra Holidays & Resorts India LTD (CLUB MAHINDRA)
Designation : Senior Sales Executive.
Location : Jabalpur Mahakoshal

Roles and Responsibilities:

- Developing new channel partners and managing team of existing direct sales Executive's for improved performance And Achieving monthly sales / revenue
- Ensuring partner compliance of MHRIL policies.
- Generating regular productivity reports and maintaining MIS.
- Preparing budgets and achieving budgeted financial targets.
- Exploring new opportunities while continuing to develop the existing ones.
- Recruiting and selecting direct sales Executives manpower training and leading channel sales force and sales representatives

Company : Reliance Jio
Designation : sales team leader
Location : Jabalpur

Roles and Responsibilities:

- ▮ Generate sale of post-paid connection through sales team.
- ▮ Enhance retail counters for business development
- ▮ Administered entire operations
- ▮ Establishment of distribution network

Training & Project

Company : Diageo
Location : Jabalpur
Guide : Mr. Varun Singla, Cluster Head, Pune

Project Topic

“A study on Identification of the touch points in On Trade environment that can be used to influence the consumer's buying behavior in order to leveraging those touch point in favor of Diageo”

Company :Mahindra Holidays & resorts India LTD
Location : Delhi
Guide : Mr. Prasoon Gupta
Exploring and penetrating new market for Club Mahindra
IT Skills

- ☐ Well versed with MS Office, Excel & Internet Applications.
- ☐ Worked on Oracle and SAP.

Academic Credential

Course	Institution	University/ Board
B.Com	D.P. B..S DEGREE COLLEGE BULANDSHAHR	C.C.S.U.
12th	Anjuman islamiya H.S. School	M.P Board

Extra-Curricular Activities

-
-
- ☐ Participated in Various committee activities of school level.
 - ☐ GYM, SINGING, PAINTING

Personal Details

Name	TAUQEER ALAM ANSARI
Father Name	Mr. SHAIKH KALEEM ANSARI
Date of Birth	16 July 1990
Marital Status	Single
Mailing Address	HANUMANTAL NEAR UNITY PLASTIC FACTORY, JABALPUR (M.P.)

Mobile no

8962663369

I hereby declare that all the information given above is truth and under my knowledge.

Date:

TAUQEER ALAM ANSARI