

IMRAN HUSAIN

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Middle level assignments in Sales & distribution Management with a brand of high repute

Career Synopsis

- ♦ Dynamic professional **with over 4 years** of experience in Marketing, Sales and Relationship Management.
- ♦ A proactive leader and planner with expertise in strategic planning and market planning with skills in targeted marketing.
- ♦ Well organized with track record that demonstrates self-motivation, creativity, and initiative to achieve goals.
- ♦ Adept in managing overall profitability of the operations and accountable for strategic utilization and deployment of the available resources to achieve organizational objectives.
- ♦ Strong organizer, motivator, team player and a decisive leader with successful track record in directing from concept through implementation to handle the diverse market dynamics.

**Business
Development**

Sales & Marketing

Strategy Planning

Competencies Overview

- ⇒ Forecasting and planning sales product-wise / Area-wise.
- ⇒ Built and developed distribution network for sales in the. Achieved volume development and customer satisfaction in assigned territory.
- ⇒ Creating and sustaining a dynamic environment that fosters development opportunities and motivates high performance amongst team.

Employment History

Apr.2014 to Dec 2014

DEO/ Store Keeper , Lucknow

BALRAM AGENCY (A *Pepsico* India Distributer)

- ⇒ Daily Online billing on SAP
- ⇒ Maintain Stock and Balance Ledger.
- ⇒ Handling Purchase Invoice & Sale Invoice

Apr.2016 to till date

(At *COCACOLA* Depot)

Depot Manager , Lucknow

- ⇒ Handling **Direct** and **indirect** Rout Opreation .
- ⇒ One Direcet Depot handling with **6** rout salesmen .
- ⇒ Responsible for **revenue and profit generation** through direct and indirect opreation.
- ⇒ Handling **1** Rural Devlepor and **5** market developers..

Accountabilities:

(Sales Accountabilities)

- ⇒ Handling Indirect distribution,
- ⇒ Achieving sec.& primary sales target for self and team.
- ⇒ Developing sales plan
- ⇒ sales promotion activities.
- ⇒ Regularly monitoring sales and marketing activities to achieve sales target of the area assigned.

(Computer Accountabilities)

- ⇒ **Ms- Excel :-** Advanced Formula, Tables & Formatting, Pivot tables & Pivot Reporting. Etc.
- ⇒ **Ms- Office :-** PowerPoint, **Microsoft** Access, QuickBooks, Email, Web and Social Skills. Graphic and Writing Skills.
- ⇒ **Tally, Busy** All version.
- ⇒ Adobe Photoshop, Corel Draw, Page Maker
- ⇒ Basic knowledge of Computer Hardware

Scholastics

10th from ICSE Board in 2012

12th from UP Board in 2014

BSC from , Kanpur University in 2017

Personal Dossier

Father's name : Sarwar Husain
Date of Birth : 29th May, 1995
Languages Known : English & Hindi
Address : H.No. 3 Nishatganj Lucknow,U.P.
Marital status : Married

Declaration

I hereby declare that the particulars mentioned above are true and correct to the best of my knowledge and belief.

Date :...../...../.....

Place :.....

(IMRAN HUSIAN)