

Anshul Tewatia

Sales Associate Engineer



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Highly motivated Sales professional having overseas experience, offering a history of exceeding aggressive revenue goals and with a talent to drive team spirit while promoting sales techniques. I am looking for an opportunity in sales where I would be able to demonstrate my capabilities and further enhance them. I would like to work for an organization, that contributes to making people's lives better and serving societies at large.



Skills



Power BI



Intermediate



Microsoft Office & Powerpoint Presentations



Intermediate



Auto Cad -2D,3D Modelling



Upper intermediate



Network Development



Intermediate



Territory Management



Elementary



Retail Sales Management



Upper intermediate



Work History



Regional Sales Manager

Kellogg's, Lagos

- I was appointed as a regional sales manager for the product **power oil**, an **FMCG** industry. When I joined, the market share of the product was **2300 MT** (2021). Later on, the growth in the market share was witnessed, touching new benchmarks, **2800 MT** during my tenure.
- As I showcased my sales competencies, I was further given the responsibility for **Kellogg's Cereals** (Cornflakes, Coco pops). At that time, the market share of these products was **230 tons**, later, it was moved to **380 tons** during my tenure.

2021-08 - 2023-02

2018-07 - 2021-04

- Executed successful marketing campaigns to generate new business and expand the customer base.
- Modeled aggressive buying & Selling strategies and strong negotiation skills to help team members close tough deals with lucrative clients.
- Contacted key accounts regularly and achieved high satisfaction scores by routinely re-assessing needs and resolving conflicts.
- Data Analysis for effective primary & secondary distribution using software such as MPLIFY, ACCENTURE, and Power BI. The analysis results helped in an increment in Resource & Distributor sales that further helped in more customer reach & creating more productive outlets.
- Analysis of trade Census for better reach through aggressive marketing, direct reach to end consumers through BTL activity, Market activations, and Promos.

Project Coordinator

Kellogg's, Johannesburg

- As a project coordinator, I took the responsibility of a project costing **78 million USD**. The project was about setting up a new Pre- Engineered Building, in the Woodmead location.
- I was a part of major teams like Planning, Designing, and execution as well. I further, acted as the face of the company for introducing a Prefabricated structured Building and organizing regular meetings with ASSENT Dubai (our supplier).
- I could make a crucial contribution as I could identify cost-saving opportunities for **bulk procurement** of utilities using my engineering skills. I ensured a total savings of **230,000 USD** to the company, which was heavily appreciated by the management.
- I was responsible for all coordinating activities like Civil & Architectural works, starting from the design phase to the execution, and finally till the completion of the project.
- Further, carried out steel structure erections & sheeting, installation of a package of three buildings, and clearance of freight via Dry ports
- Established rapport and engaged with stakeholders to build lasting professional relationships

2018-07 - 2021-04

Project Coordinator

Kellogg Noodle , Geeza

- As a project coordinator, I was part of a project which was valued at 55 Million USD.
- I had the responsibility of preparing the procurement plans by timeline and was responsible for negotiations with suppliers & Contractors.
- I also handled the bulk procurement including a 10-ton steam Boiler for utility, Stainless & Mild steel tanks, and took the responsibility for contractor billing, & budget monitoring.
- Assessed, monitored and reported on work progression. Liaised between departments, vendors and clients to monitor project expenses.

2012-01 - 2015-01



Education

Bachelors of Civil Engineering

KURUKSHETRA University - Panchkula, HR



Languages



English,Hindi,Punjabi



Additional Information



- **AWARDS , Ministry Of Trade & Commerce (Republic Of South Africa)**
2021-04-10