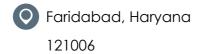
Anshul Tewatia

Sales Associate Engineer



https://www.linkedin.co m/in/anshul-tewatiab81b431



+918287026286



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

MicrosoftOffice&Powerpoint Presentations

Auto Cad -2D,3D Modelling

Network Development

Territory Management

Retail Sales Management

Intermediate
Intermediate
Intermediate
Upper intermediate
Intermediate

Elementary

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

- 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.

2018-07 - 2021-04

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.



Education

Bachelors of Civil Engineering

KURUKSHETRA University - Panchkula, HR

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2012-01 - 2015-01





English,Hindi,Punjabi



Additional Information



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