**Ajay Kumar Tripathi**

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House No 356/340/858 Raj Garden,

Anand Nagar,Lucknow -226003 Contact No:+91- 9936542042

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| **Summary** |

* A result oriented professional with **9 years experience** in sales and marketing, business development and relationship management.
* **Since Nov ‘2015 as Relationship Manager with Minds Array Technologies Pvt Ltd. Lucknow.**
* Gained experience in handling all sales & marketing activities, analyzing market trends & establishing healthy & prolonged business relations with clients.
* Experience in assisting in devising marketing activities and accelerating the business growth.
* An effective communicator with excellent relationship building & interpersonal skills.

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| Areas of Exposure |

Sales & Marketing

* Managing sales and marketing operations, ensuring accomplishment of set business targets.
* Overseeing the preparation of MIS on a periodical basis and providing information about the progress in the field to the top management.

Business Development

* Formulating strategies and reaching out to the unexplored market segments for business expansion.
* Conceptualizing & implementing plans/policies for the organization, organizing promotional activities and ensuring accomplishment of business goals.

Relational Management

* Identifying prospective clients, generating business from the existing clientele, thereby achieving targets.
* Maintaining healthy & cordial relationships with the clients for expanding business & resolving the queries & complaints for high customer satisfaction.

**Since Nov ‘2015 as Relationship Manager with Minds Array Technologies Pvt Ltd. Lucknow.**

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| **Occupational Contour** |

* Responsible for opening new**PAY1**Distributors accounts to promote Sales in Lucknow and UP East areas.
* Handling sales & sales promotion activities.
* Responsible for collection of payments & orders.
* Keep management informed by submitting activity and results reports, such as daily call reports, work plans etc.
* Handling 8 Sales Representative in Lucknow region.

**Since Feb ‘2015 to Nov. 2015 as RSO with Videocon Industries Ltd in Bhopal.**

* Responsible for opening new dealers accounts to promote Sales in main & remote areas.
* Handling sales & sales promotion activities.
* Responsible for collection of payments & orders.
* Keep management informed by submitting activity and results reports, such as daily call reports, work plans etc.
* Recently I worked with 2-Dist.,62 Dealers in Bhopal City and 22 Dealers in SEHORE Dist.

**Nov ‘2013 to Dec’2014 as a District Sales Manager with GreenLight India Pvt Ltd.**

* Responsible for opening new distributor’s and dealer’s accounts to promote sales in main & remote areas.
* New generation Solar Lamp manufactured with LED Technology. Focused to provide an alternate safe eco friendly affordable solar product for the rural people.
* Effective distribution based through Team Leaders , **SBA** & Stock points dealers in Lucknow Region and rural and urban districts.
* Handling sales & sales promotion activities.

**Oct’2011 to Nov’ 2013 as a Assistant Manager with Emergies Infosoft Pvt Ltd.(Lucknow)**

* Analyzing and monitoring customer preferences, focusing sales efforts for positioning new services and solutions.
* Maintaining visibility and availability in market .
* Ensuring healthy relations with development authorities.
* Plan marketing activities to achieve volume estimations and review effectiveness.

**July’2008 to Sep’ 2011 as a Senior Executive with Sapient Telecommunication Pvt Ltd**

* Monitoring, supervising and training the team for enhancing their soft skills and ensure optimum

performance.

* Keep management informed by submitting activity and results reports,such as daily call reports, work plans etc.
* Strong Operational Process improvement background through effective cost reduction, tactical

Planning, productivity gain revenue growth strategies.

* Make a good relationship to the vendors.

**July’ 2004 to Aug’ 2007 as a Sales Officer with Amrit Bottlers Pvt Ltd Faizabad UP .**

* Handling Sales and Sales promotional activity
* Responsible for collection of payments & orders.
* Giving feedback from the market regarding the product image and competition.
* Insuring healthy relation with development authorities.

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| **IT SKILLS** |

* Knowledge of computers like MS Word, Internet Surfing & Windows.
* Ensuring proper focus on all markets /products to achieve targets.

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| **PERSONAL DETAILS** |

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| Name |  | Ajay Kumar Tripathi |
| Father’s Name | : | Shri Ram Shanker Tripathi |
| Date of Birth | : | 20.02.1979 |
| Gender | : | Male |
| Marital Status | : | Married |
| Nationality | : | Indian |
| Languages Known | : | Hindi, English |
| Permanent Address | : | House No 2275,Near Police Chowky,  Shastri Ngar,Sultanpur-228001  Phone No:05362-227121 |

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| **EDUCATION** |

* Master in Business Administration (Marketing ) from UP TECHNICAL UNIVERSITY in Lucknow UP Year 2004.
* Master of Commerce from Awadh Unviersity Faizabad, UP in 2000.

I hereby declare that all information stated above is true to the best of my knowledge.

Place:

Date: **(Ajay Kumar Tripathi)**