

SHRIKANT KASHID

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CAREER OBJECTIVE

To work with maximum potential in a challenging and dynamic environment, with an opportunity of working with diverse group of people and enhancing my professional skills with learning and experience for career growth.

EXPERIENCE

- I had worked with **Quess Corporation Limited** deputed to **Samsung India Private Limited** at **Area sales manager** post in **Maharashtra State, Solapur city** since **1Jan2010** to **2Apr2011** and **Delhi NCR** since **4Apr2011** to **31Jan2020** totally **10 year 1month**.

ROLE AND RESPOSIBILLITIES

- **Provide the regional general manager** with a written report on progress in achieving key result, as required.
- **Update the business plan for the area and keep the general manager** informed of progress **customer service, team development, financially management, business development**.
- **Managing, training and motivating existing sales team** to drive revenue growth.
- **Develop and manage** efficient distribution networks for sales.
- Develop efficient and creative **sales and marketing strategies** for the assigned territory and target setting for the sales team.
- Collecting **customer and market** feedback and reporting the same to the organization.
- **Monitoring sales team performance, analyzing sales data**, periodical forecasting and reporting to general manager.

- **Coordinate with Samsung dealer and distributor** and according to need give our company product such as **led, speaker, sound bar, amplifier, c.d.player, d.v.d.player, cables, washing machine, refrigerator, air conditioning, microwave oven etc.**
- **Identify, track and analyze** key metrics for the business unit.
- **Assist in design and implementation** of business workflows and procedures.

ACADEMIC QUALIFICATION

Exam/Degree	Duration	Name of institute	University / Board	Aggregate
M.B.A. (Sales and Marketing Management)	2019	Narsee Monjee Institute of Management Studies Sector 5 Gurgaon.	Narsee Monjee Haryana university	Studying 1 st year (Distance Learning)
BE(Electronics& Telecommunicat ion Engineering)	2010-2018	Vidya Vikas Pratishthan Institute of Engineering &Technology Soregaon Solapur.	Solapur university	7.27 (CGPA) (Distance Learning)
H.S.C.	2009-2010	Vidya Mandir College of Vairag.	Pune state board	57.83
S.S.C.	2008-2009	Adarsh Vidyalaya Ratanjan.	Pune state board	67.83

FIELDS OF INTREST

- Electronics and Electrical home appliances
- Area sales manager
- Business development manager
- Regional Sales Manager
- Zonal Sales Manager
- Sales and Marketing Manager

SOFTWARE SKILLS

MATLAB, PROTEUS, E-CAD, KILL, MS-WORD, MS-POWERPOINT, MS-EXCEL

LAUNGUAGES

C, C++, DATA STRUCTURE, JAVA, WEB-TECH, PITHON

TECHNICAL PURSUITS

INTERNSHIP

- Completed internship on embedded system aftek limited Solapur.

PROJECT

MINI PROJECT

- Image processing techniques using MATLAB.

MAIN PROJECT

- Detection of malaria parasite in blood using image processing.

WORKSHOP

Participated in the "Wireless Automation Workshop "conducted as a part of Intecho'17, a national level technical symposium, held on 10th of May 2017 conducted by NAAC Institute of technology (VVP) Solapur.

EXTRACURRICULAR ACTIVITIES

District level player in cricket.

Member of NSS in college.

ACHIEVEMENTS

- Secured school first in SSC in Adarsh Vidyalaya School in the year 2008.
- Quiz content FIRST in "ENGINEER'S DAY" 15th September 2010.
- Achieved by MSCIT 76% in 2008 from MSBTE Mumbai.
- Achieved by TALLY 7.2 'A' Grade. From Tally Solution pvt.ltd Bangalore.
- Achieved by C Programming 'A' grade from Info Park Computer Solapur.

PERSONAL SKILLS

- Excellent verbal and written communication skills
- Problem solving ability

PERSONAL PROFILE

Father Name	:	Kashid Lahu
Date of Birth	:	10-5-1993
Gender	:	Male
Nationality	:	Indian
Marital Status	:	Married
Languages known	:	English, Hindi, Marathi and Kannada

DECLARATION:

I hereby declare that above information is correct up to my knowledge and I bear responsibility for the correctness of the above mentioned particulars.

PLACE: NOIDA

(K.SHRIKANT)