

GOPAL JI MISHRA

Vivek Vihar Coloney Varanasi

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Career Objective:

Intend to build a career with leading corporate of interactive environment with committed and dedicated people, those help me to explore myself and realize my potential.

WORK EXPERIENCE

Designation	Area Executive
Organization	ITC Limited
Job Duration	from Nov.2007 to till Date.
WORKING AREA	East UP, Central UP& Bundelkhand.

Designation	Territory Sales In charge
Organization	Lotte India Corporation Ltd.
Job Duration	From Nov.2006 to Nov2007.
WORKING AREA	Lucknow, Barabanki, Sitapur, Hardoi, Lakhimpur.

Designation	Territory Sales In charge
Organization	G.M.Pens International Pvt.Ltd. (Reynolds)
Job Duration	From May, 2005 to Nov.2006.
WORKING AREA	Varanasi, Mirzapur, Jaunpur, Bhadohi, Sonbhadra.

Designation	Marketing Executive (FMCG Division.)
Organization	Ajanta India Ltd.
Job Duration	from July, 2003 to May, 2005.
WORKING AREA	Uttaranchal & East UP

JOB PROFILE

1. Develop District wise Super Stockiest and Stockiest.
2. Managing distribution channels.
3. Sales target achievement and sales responsibility.
4. To gather information about competitors. Analysis their activities and act accordingly.
5. Achieving the sale target
6. Responsible for Primary and Secondary sale
7. Data Analysis
8. Market working with Distributor and their sales man
- 9 Handling SPO, PSR & Sales Team.
- 10 Budget utilization& Merchandising.

Notable Accomplishments

- Played a Key role as a task force member in **Bingo Chips Launch planning** in Kanpur **and Lucknow.**
- Played a pivotal role in **Personal Care Products (Soap & Shampoo)** Launch Planning for entire East UP in terms of placement at outlet level.
- Launched Flake filter and Royal in East UP markets.

- Growth of Confy from 12 tons to 20 tones. For Jumbo jar Drive. & achieving best confy performer of the year in the branch.

PROFESSIONAL EDUCATION

One year diploma course from APTECH Computer Education, Mirzapur.

ACADEMIC EDUCATION

- B.Com from Purvanchal University, Jaunpur (U.P.) in 2001.
- M.B.A. from Purvanchal University, Jaunpur (U.P.) in 2003.

AREA OF SPECIALISATION

- Major - Marketing
- Minor - Information Technology (I.T.)

PERSONAL INFORMATION

Father	Mr. V.K.Mishra.
Date of Birth	Jan 1st, 1981
Marital Status	Married
Nationality	Indian
Languages Known	English & Hindi
Passport No.	F 6430451

I declare that all the information furnished above is true to the best of my Knowledge.

Date:

(GOPAL JI MISHRA)