**RESUME**

**Rakesh Kumar Khan**

**Email id:**sandy.rakesh123@gmail.com

**Ph no: 9903854143 & 8961464846**

**Career Objective:**

To work as an management trainee in an industry where my education in management with a major in marketing, may be developed. My ultimate goal is to be a senior executive in marketing.

**Professional Qualification:**

     • I passed MBA from the Institute of IHRM under Punjab Technical

University.

**Job Responsibility:**

**•** Achieve assigned sales target.

**•** Ensure assign budgets are adhered to during primary and secondary sales.

**•** Execute promotion activities and schemes, designed for the respective

brands including both on and off premise promotion.

**•** Explore any pain points and escalate it to higher authorities.

**•** Retail and distributor management and relationship development.

**•** Ensure availability and visibility of brands.

**•** Maintain excellent relationship with trade and provide them the best

service.

**•** Prompt feedback

**•** Implement company marketing policy/activity.

**•** Prepare weekly reports highlighting sales figure, key issues, competitor

Movement, consumption pattern at the outlets.

**•** Gather market intelligence on competitor activities and keep the higher

Authorities’ informed.

**•** Prepare daily sales reports to be submitted to managers.

**•** get the outlets complaints.

**Educational Qualification:**

     •    B.com, co-operative College, JSR, under Ranchi University. (2000-2004)

     •    Senior secondary (XII), Mrs. K M P M Inter college, JSR. (1997-2000)

     •    Higher secondary(X), R D Tata high school, JSR, (1997)

**Work Experience:**

* Now, I am working in Haldiram Bhujiawala Ltd. as Territory Sales Incharge (TSI). I have almost 2 year experience in Haldiram Bhujiawala Ltd (July 2015 – till date).
* I had 1.2 year experience in telecom services as field sales executive and team leader(January 2014- march 2015).

**Computer skill:**

      •    Basic Computer knowledge like MS- office.

      •    Tally 9.0

**Personal skill:**

Comprehensive problem solving abilities, excellent verbal and written communication skill, ability to deal with people individually in a diplomatic way.

**Personal profile:**

  •    Name                    :       Rakesh Kumar khan

  •    Father’s name       :       Shree Shankar dutta khan

  •    Sex                        :       Male

  •    Marital status        :       married

  •    Date of birth          :       14th January, 1981

  •    Nationality            :       Indian

  •    Religion                :       Hinduism

  •    Language known:       English, Hindi.

  •    Hobbies                 :       Playing cricket & listening music.

  •    Blood group          :       A+

**Present Address:**

  Village-indranagar block-3, sodepur station road.

  Post-sodepur

  p.s. kharda

  Kolkata- 700110(W.B).

**ACKNOWLEDGEMENT**

I hereby declare that above mentioned are true and best of my knowledge & belief. I am determined to face any difficulty any hardworking for all round development of the company with my whole hearted.

Date:                                                                                          (signature)

Place: KOLKATA