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**Curriculum vitae**

**VIJAY SHANKAR PANDEY**

6, library road, Kamarhati,

Kolkata – 700058.

West Bengal, India

Mob-9038278144

[Email-vijaypandey96@gmail.com](mailto:Email-vijaypandey96@gmail.com)

Date of bBirth-12/11/1990

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| **OBJECTIVE** |

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* To pursue a challenging career in growing companies and contribute constructively with the knowledge gained through education and project and project and bringing out the best in me as an employee to provide the firm with excellent technical and managerial skill.

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| **OPERATION SYNOPSIS** |

* Strategic business operation & business development.
* Consumer relation and consumer co-operation, corporate relation both the channel, distribution,institutional& modern organized trade.
* Ethical evaluation modern channel development concept & ideas.
* Consumer identification, consumerbehavior and consumer analysis strategic distribution process & development as well as modern warehouse & logistic & inventory support.
* Product acknowledgement, product promotioning &launching as well as brand building.
* Distribution development through geographical, location& economic tendencies through channel& dealer distribution.
* Appoint dealer, distributor channel agent, to provide active support & guidance conversation among the parts execution & re-execution business deal & consumption for betterment & smooth supply & demand overall application implementation to smooth ply the organization.
* To making different support & assistance regarding the high level implementation both the corridor of the manufacturing unit & distribution junction for innovation & re-innovation product development & suggestion .To make active teamwork &policemen ship of the rival companies.
* To co-ordinate & co-relation with management implementing the top order suggestion & support among the members for impressive conventional attitude of the field level. To provide adequate training & development for betterment of future prospect.
* To make quarterly, annually sales budget, target making & fulfilling , to make as watchdog vacant space ignoring the innocensive , to carry highest level of targeting fusion both encouraging & enhancement of the sales and distribution team.

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| **CORE-COMPETENCIES** |

* FMCD network & channel development modern trade development, institutional development.
* Strategic business partner development as channel distribution partner network development partner as well as dealer appoint.
* Business development on behalf of distribution portfolio for accuracy of products & consumer relation.
* Consumer relationship,corporate,relation,modern trade relation both the product acknowledgement product enhancing & business execution.
* To apply different marketing mechanism & tools & toys for rapid channel development , channel enhancing co-ordination & co-relation with retail channel & retail customer for betterment and smooth understanding both demand & supply.
* To make necessary support & assistance both the channel whereas mechanism as inventory & logistic support for quick & better supply both distribution & retail channel.

**PROFESSIONAL EXPERINECE**

**Present involvement:**

* Organization: Usha International Ltd..
* Designation: Sales Officer.
* Period: From Sep 2013 to June 2017.

**PROFESSIONAL QUALIFICATION**

Master of Business Administration(MBA) affiliation by AICTE(Government of India) recognized by WBUT(Government of West Bengal).

* MBA Marketing & Finance.
* Institute:Brainware school of management
* Session: 2011-2013.
* Overall percentage & percentile:6.44

Bachelor of Business Administration BBA(H) recognized by WBUT(Government of West Bengal)

* BBA(H) in Marketing.
* Institute: Advanced institute of modern management & technology.
* Session:2008-2011
* Overall percentage & pecenile:6.56

**TECHNICAL COMPETENCIES**

* Knowledge of basic or advance computer application.
* I have appeared for the IT aptitude test conducted by NIIT.

**INTERNSHIP OR PROJECT IN MBA & BBA**

* Project undertaken in MBA: The Hindu Group of Publication.
* Duration:2 months
* Project name: Comparative analysis between business line &financial express newspaper based on Kolkata.
* Project undertaken in BBA(H): NiveshakMpowered private limited.
* Duration:2 weeks
* Project name: Knowledge about different financial product.

**LANGUAGE PROFICIENCY**

* Read, Write, Speak Hindi, English,& Bengali.

**FAMILY BACKGROUND**

NAME RELATION AGE PROFESSION

Lt.TrilokiNathPandey Father 56 Business

Tara Devi Mother 49 Home maker

Ajay Shankar Pandey Brother 26 Business

**PERSONAL DETAILS**

Nationality **:** Indian

Place of Birth **:** Kolkata

Religion **:** Hindu

Marital status **:** Unmarried

Area of interest **:** Listening to music & surfing internet.

Passport no **:** K7624309

Pan no  **:** BMLPP1709H

Voter id **:** SYY0864066

Availability **:** Immediate

Date **:**

Place  **:** Kolkata

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Signature of the candidate

(Vijay Shankar Pandey)