CURRICULUM VITAE

SANDEEP SHIVRAM YADAV

Room No.3, Tulsi Chawl, Julius wadi, B/H.Thakur Tea Centre, Gate No.6, Malvani, Malad (W), Mumbai - 400095

Contact: +91 9867501983 / +91 9820368973

Email id: [sandeeps.yadav29@gmail.com](mailto:sandeeps.yadav29@gmail.com) / sandeepyadav029@outlook.com

Date of Birth: 29/01/1987

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**JOB OBJECTIVE**

I am Seeking assignments in Channel sales / Branding with a leading organization of high repute industry.

**PROFILE SUMMERY**

* MMS (Marketing) and B.COM with over 3 Years of experience in:

**~Sales & Marketing (FMCG & FMCD) ~ Retail Sales ~Channel Management**

**~Promotions & Merchandising ~Reporting & Documentation ~ Marketing Research**

* Currently associated with R for Rabbit baby care products Pvt. Ltd. as a Deputy Manager-Business Development.
* Exposure in increasing sales revenues, developing profitable & productive business relationships and building an extensive client base.
* Proficiency in implementing sales promotion plans to generate sales for achievement of targets.

**PROFESSIONAL EXPERIENCE**

**R for Rabbit Baby Care Products Pvt. Ltd. (**January 2016 – Currently working)

R**esponsibilities**:

Managing Primary sales

Managing Secondary sales

Responsible for stocks and inventories at the distributor level and accordingly coordinate with HO for new dispatches.

Assist distributors to achieve their sales growth.

Enhance volumes by addition of new outlets.

Proper follow-up on current outlets / stockiest

Updating daily and monthly sales report.

Responsible for products visibility through posters, banners etc. at the outlets.

**Accomplishments**:

* Product handled – Baby care products like Stroller/Pram, Walker, Car seat etc.
* Developing new market for the product in Mumbai and Thane.

**Godfrey Phillips India Limited as OFC (Territory Sales Incharge) (**March 2014 – December 2015**)**

**Responsibilities**:

Managing Secondary sales

Handle the team and assign responsibilities to subordinates.

Motivating and Coaching the Distributor’s Team

Manage stock levels to ensure continuous availability and regular rotation

Appropriate distribution across the territory

Proper follow-up on current outlets / stockiest

Updating daily and monthly sales report.

**Accomplishments**:

* Products handled – Hawkeye Cigarette, Funda Goli and Panvilas Elaichi.
* Developed new market for the product in Goregaon.
* Handled sales team of 10 members (Salesmen)

**INTERNSHIP**

**Facility India Institute of Technology**

Title: **Growth of Small Scale Solar and Wind Energy Systems**

Duration: 2 months

Description: Understands the growth of small scale solar and wind turbine systems in Maharashtra.

**Role:**

* Responsible to generate sales, Creating awareness about products.

**CORE STRENGTHS**

* Problem solving abilities.
* Ability to deal with people.

**I.T. SKILLS**

* Proficient in MS Office (Word, Excel, PowerPoint, Internet, etc.)

**EDUCATIONAL QUALIFICATION**

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| Degree | Year | University/AICTE | Institute | Subjects | Marks |
| MMS | 2012-2014 | Mumbai University | PTVA’S IM Mumbai | Marketing, Management, Retail, Service Management, etc. | 65.00 |
| B.COM | 2010-2011 | Mumbai University | University Of Mumbai, Mumbai | Accountancy, Economics, etc. | 57.28 |
| M M V | 2005-2007 | D.T.E. Maharashtra | Directorate Of Vocational Education And  Training M.S. | Motor Mechanic Vehicle, etc. | 84.71 |
| H.S.C | 2005 | Pune University | N.G.K.Gokhale Jr.College Of Science | Physics, Chemistry, Biology, Mathematics, etc. | 50.00 |
| S.S.C | 2003 | Pune University | Utkarsha Mandir | Marathi, Science, History,  Mathematics, etc. | 65.20 |

**PERSONAL INFORMATION**

* Hobbies- Reading general knowledge & Newspapers.
* Languages known to me are English, Hindi and Marathi.

Declaration

I hereby declare that the above written particulars are true to the best of my knowledge.

Date: / / 2017 (Sandeep Shivram Yadav)