



NARENDRA KUMAR CHATURVEDI

FATHER'S NAME - BEERBAL CHATURVEDI

vill-keeratpura,post- Saypur,teh.& districts -Karauli, Rajasthan pin -322241

P : 9610740475
E : nkkumar9610@gmail.com
DOB : Date of birth -01/07/1985

metrial stetas - married
W : nkkumar9610@gmail.com

OBJECTIVE

Channel & Distribution Management: Ensuring cost effective logistic operations & seamless materials movement to ascertain sufficient inventory levels at each sales outlet/ distribution channel. I analyzing in business trend & performance of each retailer on different parameters. Developing creative strategies with channel partners to expand sales with continuous retail development, expand sales, market adaptation, enhance sales performance & achieve profits. Developing new Distributors and nurturing old.

Team Management

EXPERIENCE

SAGAR SEEDS PVT LTD sales executive This is agriculture seeds company and I worked on field	2013 - 2017
WHEELSEYE SOFTWARE PVT LTD sr sales executive This is field job with software marketing and electronic consumer durable product	2017 - 2019
BETASYS ORGANIC PVT LTD area sales manager This is FMCG products and cosmetics company there I handle team and worked on channel sales ,c&f,distributers, dealer,and focus on primary and secondary sales	2019 - 2021
2ONE TECHNOLOGY PVT LTD State Head I am handling State team in all districts in rajasthan and focus on revenue growth	2021 - till now

EDUCATION

GOVT COLLEGE KARAU LI M.A Grades - 50	2007
VMOU KOTA BJ(mc) public relations Grades - 75	2011
NIOS D.el.ed Grades - 1st	2017-19
PSS VOCATIONAL ACADEMY KOTA advance diploma in computer application Grades - 1st grade	2011

SKILLS

Sales & Marketing: Setting performance standards & measuring performance for efficient functioning. Identifying and developing new streams for long term revenue growth. Forecasting monthly/ annual sales targets and executing them in a given time frame thereby enhancing the existing clientele. I using tell Sell to penetrate & Increase Productivity of Sales Team. Devising & effectuating competitive selling programs/ strategies to improve the product awareness and enhance business growth.

Business Development: Implementing periodic business plans & strategies, in coordination with macro plans of organization. Planning & scheduling individual/ team assignments to achieve the pre set goals within time, quality & cost parameters. Identifying areas of crucial importance in the process driven business of the company & facilitated development of adequate systems to streamline the same. Conducting analysis of Freight, Schemes, dispatch plans vs. Actual.

,Additional skills: Results-oriented personality, attention to detail, willingness to continually learn and improve, high energy levels

,Strong communication skills, ability to proactively seek new customers and conduct sales campaigns through all available channels,

INTERESTS

reading books and magazines for business purposes

LANGUAGE

Hindi, English,rajasthani

ACHIEVEMENTS & AWARDS

best employee award in 2020 in rajasthan region

ACTIVITIES

I am a sports background
1 State level wrestling certificate
2 State level kabddi certificate
