**Akhilesh Kumar Chaturvedi**

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**+91,9598115600, 8765719093(M)**

**Objective:**

Seeking middle level assignments in channel sales/business development/distribution management with an organization of repute, preferably in FMCG/Garments sector.

**Profile Summary:**

Over 11 years of progressive experience in direct sales, channel sales, businessdevelopment, distribution management and marketing in highly competitive segments of the FMCG and Garments industries. As a team manager ,proven producer of sales and profit with ability to pin-point business opportunities, alsoplan, developand execute effective business strategies under challenging market conditions.

**Work Experience:**

**Shiv Ambey Garments (jeans, trauser,shirt)**

**Area Sales Manager Apr 2012 to sep 2018**

**Purpose and Performance Highlights**

To plan and carry out all sales activities for assigned regiond,responsible vustomer satisfaction and managing quality of product and service delivery.

**Responsible**

Prepare sales develop action plan and satisfaction, schedule sales activity.

Plan and conduct direct marketing activities, touch all sales calls to new and existing clients.

Negotiate with clients, ensure customers service and good client’s relationship.monitor and report a sales activities and follow up for business relationship.

Carry out market reserch and surveys, monitor comptitors, market condition and product development, respond to sales inquiries and concerns by phone, electronically on in persones, develops sales proposals**.**

Develop the territories with the specific focus on the semi urban market and develop the business at low cost of acquisition.

Created a team of almost 6 executive with an average productivity of 5.60 lacs.

Taking care of all activity and works of the company products sales growth in assign area.

**Sarah Fabric, Lucknow (suting -shirting)**

**Area Sales Manager Sep 2009 March 2012**

**Performance Highlights**

Started the operation of Lucknow and successfully launched the products in luck now and Barabanki market areas.

Assisted and co-ordinate in all marketing activities organized sales promotional activities.

Increasing sales, efficiency and market share of products for a defined zone through direct sales channels.

Increased the GWP of the team from 0 to 25 lacs per month with a share of 30% business sourced from the small area of district.

**ABS Beverage pvt ltd,Barabanki and Faizabad**

**Sales Officer-Retail Sales Aug’07 till july 09**

**Professional Education:**

2007 M.B.A.(Marketing and Finance) from Kamla Nehru Inst.& Tech,Sultanpur,uttar Pradesh.

2004 Bachelor of science from Lucknow Christian PG college, Lucknow.

**Training and Courses Attended:**

Diploma on computer application and management system from Lucknow computer association society Lucknow.

**Socially Responsible:**

Organized a “say no plastic bags” campaign at s.m.garments where my team made paper bags and distributed free of cost to the local road side vendor.

**Personal Details:**

Date of Birth………………….11 May 1983

Sect-11, House no.-456, Indira Nagar

Nationality…………………….Indian

Languages Known………..Hindi and English

Interests and Hobbies……

Professional references on request

**Akhilesh Kumar Chaturvedi**

**Lucknow, Uttar Pradesh**