**YOGESH DONGLIKAR**

**Permanent Address Present Address Contact**

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**CAREER OBJECTIVE**

To achieve the organization objectives with teamwork and also by giving best individual efforts. Thus seeking for a career, which offers excellent working environment and opportunity for growth and learning.

**AREAS OF EXPERTISE**

* **Sales & Marketing:** Analyzing latest marketing trends and tracking competitors’ activities and providing valuable inputs for fine tuning sales & marketing strategies. Managing sales and marketing operations, ensuring accomplishment of set business targets; preparing MIS on a periodical basis and providing information about the progress in the field to the top management.
* Sales and marketing strategies
* Business analysis and planning
* **Corporate Communication:** An effective communicator with excellent relationship building & interpersonal skills. Strong analytical, problem solving & organizational abilities .Excellent ability for understanding about customer behavior.

**PROFESSIONAL PROFILE**

**Jindal Worldwide Limited, Ahmadabad**

**Area sales manager, sept19-present**

* Responsible for the vertical and horizontal growth of the channels in market
* Deals with the device market strategies depending upon customer demand and competition
* Develop and implement many different revenue enhancement scheme
* MBO New doors.
* Responsible for handling the channel sales in zonal distribution.
* Proven ability in business analysis and planning, market plan execution and successful achievement of pre-set targets
* Achieving the primary Sales & Collection Target.
* Checked salesman, frequency chart sheet of distributors and daily track sheet of sales representative
* Also deals with the primary and secondary Sales

**SIYARAM SILK MILLS LTD, MUMBAI**

**Sr.sales officer,April 10, 2016 to sept19**

* MBO New doors.
* Responsible for handling the channel sales in zonal distribution.
* Proven ability in business analysis and planning, market plan execution and successful achievement of pre-set targets
* Achieving the primary Sales & Collection Target.
* Checked salesman, frequency chart sheet of distributors and daily track sheet of sales representative
* Also deals with the primary and secondary Sales

**Zodiac Clothing Co. Ltd.**

**Sales Executive (Mumbai) Date-10March, 2012to 30March 2016.**

* Handling Dealer.
* Generating order, Payment Collection, Maintain MBQ.
* Opening New Outlets, CRM, Personnel Relation.
* .Proven ability in business analysis and planning, market plan execution and successful
* Achievement of pre-set targets.
* Expertise in strategic marketing, improving sales & service operation standards with proven record of high customer satisfaction index.

**Pitambari products pvt ltd**

**SALES OFFICER (Mumbai) Mar 10 2010 – 10 Feb 2012**

Competent in assessing competition and implementing effective solutions that meet customer needs, with an aim to improve customer contentment and consequently customer loyalty, repeat and referral business

**Job Profile: -**

* Establish the General Trade business for Otc counter.
* Appointment new dealers & distributor
* Advertising &Branding activities,
* Merchandising and Publishing.
* Achievement set targets
* Make sure all things done before complete the delivery

**Videocon industries ltd-Mumbai**

**Marketing executive (sept2010-Feb 2010)**

**Job Profile**:

* Handling Team of Sales which work in Multi brand Outlets in Retail Sector.
* Responsibility of the minimum base quantity in the store
* Advertising &Branding activities
* Visit to malls for Videocon d2h activities
* Take a appointment from dealers for d2h sales Promotion activity

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**PROFESSIONAL STRENGTHS**

* Good leadership and Progressive Management skills with effective combination of assuming multiple responsibilities and innovation to consistently meet deadlines.
* Notable Interpersonal skills.
* Highly motivated leader proficient at inspiring excellence form employees. Continuous zeal of learning.
* Good Team player
* Committed towards fulfillment, Believe in positive thinking.

**ACADEMIC ANTECEDENTS**

* MBA FROM MGM(MUMBAI UNIVERSITY) (60%) PERCENTAGE
* GRADUATION from SRT UNIVERSITY (59%) PERCENTAGE
* DIPLOMA IN EDUCATION PUNE (62%) PERCENTAGE
* INTERMEDIATE SCHOOL FROM MARATHWADA (73%) PERCENTAGE
* High School from MARATHWADA Board (70%) PERCENTAGE

**COMPUTER PROFICIENCY**

* Expertise knowledge of Computed as user
* Microsoft office including Excel, Word, PowerPoint.
* Expert knowledge of Internet.

**HOBBIES**

* Travelling,
* Playing chess
* Interaction with the People

**PERSONAL PROFILE**

* Date of Birth 19 Sept 1983
* Mother’s Name Mrs. LATA DONGLIKAR
* Father’s Name Mr. RAMESH DONGLIKAR
* Sex Male.
* Marital Status Married
* Nationality Indian.
* Languages Known Hindi, English, Marathi

**DECLARATION**

* I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.
* Given a chance, I assure you of sincerity and dedication to learn.
* DATE:-\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* PLACE:-\_\_\_\_\_\_\_\_\_\_\_\_\_

**Yogesh Donglikar**