**Lahu Shivajirao Kadam Email Id:lahukadam11@gmail.com**  **Mobile No: +91-9595257502.** 

To support the growth and profitability of an organization that provides challenge, encourages advancement and rewards achievements with the opportunity to utilize my experience, skills and proven abilities

**CAREER OVERVIEW**

* A competent professional **with high enthusiasm and ready to work in any condition.**
* An effective communicator with excellent relationship building & interpersonal skills.
* Determined and decisive; uses initiative to develop effective solutions to problems.
* Possesses strong analytical, problem solving & organizational abilities.

**EMPLOYMENT DETAILS**

**Organisation**: **Aditya Birla Minacs Pvt Ltd (Aurangabad).**

**From**: Dec 2009 To 2012.

**Designation**: SME.

**Organisation**: **KUPSA Coatings India Pvt Ltd (Pune).**

**From**: Aug 2016 To May 2017.

**Designation**: Sales and Marketing Executive.

**Core Activities:-**

**Roles & Responsibilities**:

* Framing sales strategies for myself and my team towards accomplishment of targets.
* Responsible for Retails sales Taking orders and achieving Targets.
* Analyzing latest marketing trends and tracking competitors’ activities and providing valuable inputs for fine tuning sales & marketing strategies.
* Work extensively with channel partners to understand their client base and to recommend suitable array of products to their client base.
* Developing business visting to the clients & Furniture making industries.
* Performing marketing,branding,advertising activities in Pune area.

**Current Organisation**: **Asian Paints Pvt Ltd.**

**From**: 1th July 2017 till Present.

**Designation**: Direct Sales Representative.

**Core Activities:-**

**Roles & Responsibilities**:

* Handling all the Applicator & Builders of Geographic Area in Pune.
* Develop effective working relationships with the customers through regular meetings and identify and obtain further sales, business development opportunities.
* Acquisition of new clients.
* Responsible for sales/business development initiatives of the firm.
* Prospecting, identifying and developing new corporate clients.
* To prepare Sales Proposals for prospective clients.
* Sending quotation, negotiation, Cold calling, fixing Appointment’s, meeting with Clients.
* Area mapping.
* Lead Generation by conducting market activities and follow-up.
* Listening customer requirements and presenting appropriately to make sales.

**Projects Undertaken**:

Organization: **PARLE PRODUCT PVT LTD.**

Subject : “**A STUDY TO FIND THE MARKET POTENTIAL OF PARLE SLICE CAKE IN AURANGABAD CITY”**

**Achievements:-**

* Successfully transitioned and completed projects within the specified time.
* Special recognition and appreciation from the clients / on site managers on several occasions.
* Implemented several improvement projects in order to improve / simplify the procedures so that the team can work smoothly and efficiently with lesser queries being raised.

**PROFESSIONAL ENHANCEMENTS**

**\*2015-16 Master of Business Administration in Marketing from Sinhgad Business School Savitribai Phule Pune University.**

**\*2010 Bachelor of Computer Application (BCA) from Vidhyadhan College** –**Dr.BAMU University Aurangabad**.

**SCHOLASTICS**

**\*200-12th from H.S.C Board, From Pd.Vasantdada Patil Junior College Aurangabad.**

**\*200- 10th Pd.Vasantdada Patil high School Aurangabad.**

**Technical Skills:** Well versed with MS-Office (MS word, PowerPoint, excel, etc.) Successfully completed MS-CIT course.

**PERSONAL PROFILE**

Date of Birth : 05-July-1990.

Linguistic Abilities : English, Marathi, Hindi.

Marital Status : Single

Address Current : Flat No 304, Wing-B, Sarthak Heights, Kothrud Depot Pune.

Hobbies : Playing Cricket, Travelling, Watching Movies**.**

Date: Signature:

Place: Pune **Lahu Shivajirao Kadam**