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| Dinesh Kumar  ***Contact Information:***  **Address**:  SI-1, Shastri Nagar , Near Kavi Nagae police station Ghaziabad UP 201002  **Mob. no: +91 9717504207,9557272741**  ***Permanent Address:***  H.No –533 , Village-Bharsi  Distt. Shamli,(UP) 247771  **E-Mail:**  [*Say2udinesh@gmail.com*](mailto:Say2udinesh@gmail.com)  Personal Data:  ***Date of Birth:*** 04 April 1988  ***Sex:*** Male  ***Nationality:*** Indian **Marital Status:** Married ***Father’s Name:***  Mr. Rishipal Singh  ***Languages***  ***Known:*** English & Hindi  ***Interests and Hobbies:***  Music, Surfing Internet & Traveling. | RESUME  Work Experience  Working with Pernod Ricard India Pvt Ltd. From 16st August 2018 to till date as a DSM in Ghaziabad region.   * Collect all the data from FL 2 regarding sales. * Communicate all schemes with retailers & wholesalers every months. * Manage all the gift items for Ghaziabad, Hapur & Amroha District. * Visit to every wholesale and retail outlet according to permanent jorney plan. * Manage all marketing plan for company Brands promotion. * Manage company assets which is use for branding at retail shops. * Attend Monthly meeting for discuss given target. * Collect competition brands data for observation. * Complete the permanent jorney plan accronding to device which is given by the company.   Worked with USL-DIAGEO from 1st Feb.2017 to 31st July 2018 as promoter in Ghaziabad region.   * Maintain Display of our company brands at every outltets at daily basis. * Update the stock to concern TSE at Daily basis. * Work on availability on brands from wholesale to retail outlets. * Update feedback to senior about the brands which given by the customers. * Work on Quality, Display, visibility at every outlets according to thr market plan. * Promotional activity on Daily basis for company brands. * Update to the customer about product new scheme. * Update to senior about sales ratio on daily basis. * **Worked in Ienergizer Services Pvt. Ltd. Noida as a SME**   Duration: March 2012 to 1st Oct 2013.  Job Profile:   * Handling entire process Quality excellence. * Manage all updates * Describe Product Before all the executive * Take care of the daily process performance * Take care the process SLA with maintaining floor decorum * Performance analysis on weekly basis * Conducting quality refreshers in coordination with quality team * Conducting refreshers for consistent performance * Achieve Target with given by client * Client interaction and Reporting hourly basis * Awarded as the best SME consecutively for last 3 months. * Identifying the area of improvements in the process * Designing the training module based on the analysis for the successful completion of all the SLA’s. * Preparing the process reviews weekly & monthly basis. * Successfully Implemented new projects like:  1. Successful launch of MNP process 2. Trained the entire circle on MNP process   Worked in IenergizerNoida as a CSE   * Duration :September 2010 to March 2012 * Taking calls of customers * Worked in Inbound Process * Worked in GPRS help line * Introduced & launch GPRS services in Haryana process * Won CCE of the month award for consecutive 3 months * Got opportunity o be part of RHL team   Worked with MR Enterprises From 7th Oct. 2013 to 10 Nov. 2016 as a Sr. Marketing Executive in Ghaziabad region.  **Resposibilities:**   * Achieving assigned revenue goals by establishing new customer relationships and maintaining and growing existing accounts. * Maintaining knowledge of competitor’s products and explaining to the customers the advantage of services over competitors’ services through face to face interaction and presentations * Submitting timely and accurate forecasts and any other required information including weekly reports for all customer information * Developing sufficient customer knowledge to be effective in helping customers with their problems. * Communicating with sub-contractors periodically. * Maintaining relationships with existing accounts to build additional business. * Monthly sales forecasting.   **Master of Business Administration 2011-2013**  Completed From MDU Rohtak Haryana  (Marketing & International Business)  **Bachelor of Business Administration 2008-2011**  Completed From MDU Rohtak Haryana  Higher Secondary Examination 2007-2008  Completed from UP Board Allahabad  Secondary Examination 2004-2005  Completed from UP Board Allahabad  Competencies   * Fast learner. Adapt well to changes and pressures in workplace. * Excellent written communication and presentation skills. * Work effectively with diverse groups of people. * Friendly with an upbeat attitude. * Ambitious, hardworking and committed to excellence. * Able to relocate and travel as needed. * Committed to deadlines and schedules. * Honest, Sincere and a Hard Worker with a high level of Integrity.   Declaration  I confirm that the information provided by me is true to the best of my knowledge and belief.  Place : \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Date : Signature |
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