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***DOB : 01-July-1979***

***Marital Status: Married***

MANOJ KUMAR PANDEY

***Summary***

***My name is Manoj Kumar Pandey looking for an opportunity to secure the position as Manager (Sales & BD) where I can deploy all my skills for the benefit of the organization and good progress in my career through all my best knowledge, experience and efforts.***

***Skills***

* Adoptability in different environments and quick learning capabilities.
* Strong work ethics.
* Good interpersonal skills - good communicator, leadership, high integrity.
* Team Work, Flexible, Punctual and Interest to learn New things.
* Ability to turnaround artwork quickly on short notice.
* Exceptional eye for and attention to solutions.
* Ability to take direction and work independently.

***Experience***

***Manager Corporate Sales - (Sigma Slotting Corporation)***

***Period - Aug-2020 to continue - Lucknow***

Leaved the job in GAEL (Gromax Agri Equipment Limited – MGTL) due to personal problem and joined Sigma Slotting Corporation in 25th Aug’2020 in low force of Pandemic (COVID) as Corporate Manager-Sales and based at Lucknow.

Sigma Slotting Corporation is manufacture of Display ,Channel, Slotting and Heavy Duty Racks which are used in Departmental Stores, Malls, Automobiles Workshops and others warehouses. Company is based at Kanpur (Panki Idustrial State) and I am based at Lucknow.

In last 5 months I have generaeted the business of 55 Lacs till December’20

Joining of Sigma in pandemic is just to run life smooth and others like timely submission of daughters fees and maintan the daily cash flow.

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| ***Senior Area Manager - (Gromax Agri Equipment Limited legacy MGTL)***  ***Period - Oct-2018 toFeb’20***  ***Lucknow (UP Central & East)*** |

* Planning monthly sales in accordance of ABP and Goal sheets FY.
* Preparation of BTL activity calendar to get desired number of enquiry generation to achieve the planned volumes.
* Planning meeting and visit of financial institutions to stream line pending advance cases to improve TAT and ensure the rotation of fund / TA.
* Prepare new dealer appointment plan (NDA).
* Preparation and channelizing DSP training of dealers, sales staff, service staff and creating systems on the dealerships (Installation).
* Review and monitor performance of the team.
* Build brand visibility through road shows & local sales promotional BTL activities
* Ensure target achievement for the assigned territory for next three month.
* Create advertisements utilizing typography and design concepts.
* Create promotional material for marketing purposes.

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| ***State Head - (Kisankraft Machine Tools Limited, Based At Bangalore)***  ***Period - July-2017 to Sept.2018.***  ***Lucknow (UP and Nepal)*** |

* Worked as State Head in Kisankraft Limited for entire UP & 1 distributor in Nepal regarding Sales Service and Dealer Development.
* BTL activities planning with Agronomist as desired location.
* Having a team size of 25. 4 ASMs. 8 TSMs,1 Service Manager, 4 Technicians,1 Agronomist, 1 Warehouse Manager, 1 Accountant, 3 Demonstrators, 2 Loaders and Drivers.
* Create promotional material for marketing purposes/Agri fest participation.
* Handle and monitor warehouse operation, receiving and dispatching machines, tracking with LR, co ordination with transporters and tie up with various transporters for quick and speedy delivery.
* Revitalization of old dealers by resolving miner issues related to warranty parts change, transferring non saleable item to demanded areas, commercial issues etc.

***State Head - (Kisankraft Limited)***

***Period – Jul’2017 to Sep 2018.***

Worked as **State Head in Kisankraft Limited** for entire UP & 1 distributor in Nepal regarding Sales Service, Dealer Development, BTL activities, having a team size of. 2 ASMs. 5 TSMs, 1 Service Manager, 2 Technicians, 1 Agronomist, 1 Warehouse Manager, 1 Accountant, 3 Demonstrators, 1 Loaders and Drivers,

Dealing with Intercultivator,Power Tilller, Repear,HTP pumps, planter, diggger etc.

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| ***Senior Area Manager - (Indofarm Tractors)***  ***Period – Oct 2015 to Jun 2017.***  ***Lucknow (CUP)*** |

* Formulation of sales strategy and execution of business plan.
* Finalize dealer appointment out of shortlisted parties ensuring compliance of company policy.
* Oversee progress in business development action for dealership infrastructure improvement, fund enhancement and manpower addition as per company policy.
* Ensure and report to CEO on daily wise collection and sales against daily target plan which formulated in month beginning.
* Achievement:
* Finalize one stockiest at Hathras and one dealer at Khair (Aligarh) .

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| ***Senior Area Manager - (International Tractors Limited (ITL-Sonalika)***  ***Period – Mar’2011 to Sep 2015.***  ***Lucknow (CUP) & Gujarat (Channel Development Manager)*** |

* Team Management: Providing direction, motivation and training to field for ensuring optimum performance.
* Planning & Execution prepares monthly plan and activity calendar for New dealer appointment and channelizing the smooth running of business including Training of dealer , DSP, RFE, service staff and creating systems on the dealerships (Installation ).
* Review and monitor performance of the team.
* Utilizing nurturing budget for brand visibility through road shows & local sales promotional BTL activities
* Ensure target achievement for the assigned territory for next three month.
* Formulation of sales strategy and execution of business plan.
* ***Achievement****:* Appointed 8 dealers in assigned territory (**Anand, Kheda, Dahood, Baroda, Petlad, Kapadwanj, Chhota Udaipur & Valsad**).

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| ***Area Business Manager - (Escorts Limited)***  ***Period - Mar-2009 to Feb.2011.***  ***Gorakhpur (UP)*** |

* Handling the sales & marketing operations of Area Office, & achieving increased sales growth across region.
* Developing ABP & strategies, in coordination with micro & macro plans of organization.
* Tracking market/competitor trends to keep abreast changing Farmer’s requirement/ expectations to identify areas of crucial importance in the process driven business of the company & facilitate development of adequate systems to streamline the same.
* Lead & manage team of Sales Executives (TBM)s & Service Engineers (TSM)s.
* Build brand visibility through road shows, local sales promotional activities. Arrange all promotional activities like Demonstration, Advertisement through leaflets sales stalls, Participate in Kissan Melas, Busting, and focus of 0 (zero) E&PT villages.

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| ***Retail and Channel Development Manager (RCFM) - (Escorts Limited)***  ***Period – Mar’2006 to Feb 2009.***  ***UP & UK*** |

* Main responsibilities were to streamlining the PSUs, NBFCs and PVT Banks for smooth funding and reduce the TAT of all dealers for fast rotation.
* Secondly responsibilities were to increase the floor funding TA of dealer through SBI & OBC & Bill Discounting (Hundi) facility through Axis Bank, Citi bank & EFL.

***Achievements:***

* In this scenario firstly did the Tie Ups with RRBs of UP and UK for smooth funding as they were very aggressive in tenure of 2005 to 2012. (Tie Up with Prathma Bank, UP BOB Garmin Bank, Aryavart Gramin Bank, Kashi Gomti Samyukt Gramin Bank, Devi Patan Gramin Bank, Lucknow Khetriya Bank, Nainital District Co-Op Bank and Purvanchal Gramin Bank at RO level.
* Streamlining with NBFCs with L&T Finance, Magma Fincorp, Indiabulls.
* Done the Tie Up exclusive with LDB for fast rotation of dealer advances with consent of AGM Technical and AGM Finance (Mr Rajendra Srivastava and Mr R K Singh) including CGM – Technical (Mr Govind Kumar).
* Arranged the fund for dealer stocking to achieve the ABP through the SBI and OBC from channel finance Tie Up from HO. Increased funding of 16 dealers by 356 Lacs.

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| ***Territory Business Manager (Asst. Manager) – (Escorts Limited)***  ***Period – Feb 2001 to Feb 2006.***  ***Lucknow (CUP)*** |

***Business Development:***

* Handling the sales & marketing operations, & achieving the set target as per AO/RO and HO. increased sales growth to assigned dealers.

***MIS & Updating:***

* Tracking market / competitor activities, new model ,launch applications in field and convey the same as our AO and simultaneously to dealer VIP and plan its counter activities.

***Team Management:***

* Providing direction, motivation and training to dealer sales persons (DSP) and appointment of RFE (Retail finance executives for high advance area for fast rotation and reducing the TAT.

***Promotion & Branding:***

* Build brand visibility through road shows, local sales promotional activities. Arrange all promotional activities like Demonstration, Advertisement , Bankers meet and participate in Kissan Melas, Busting, and focus of 0 (zero) E&PT villages as per RTO data analysis. Focus on High TIV village to generate the prospect and ensuring the conversion through DSP and self visit at customer end.

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| ***Project Executed***  ***Escorts Limited*** |

* Piloted project SPEED (Specific Project for Effective & Efficient Distribution) in Escorts Limited.
* One of Key member in Retail management formulation team with Eicher consultancy in Escorts Limited.
* Taken as certified trainer with NIS Sparta for training of TBMs, DSEs and RFEs.
* Attended 3 times technical and communication skill program at EIFM (Escorts Institute of Farm Mechanization) Bangalore.

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| ***Academic Credentials*** |

***Diploma In Mechanical Engineering from Government Polytechnic Lucknow in 2000 with 72.4%.***

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| ***Computer Knowledge*** |

* Company based Dealer Management Systems (DMS SAP based).
* Application/Packages: Ms-Office.
* Internet Applications.
* Generalized computer handling & several software’s

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| ***Personal Details*** |

* Name  **:** Manoj Kumar Pandey
* Fathers Name **:** Sri Ram Mohan Pandey
* Mother’s Name **:** Ms. Indu Pandey
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Manoj Kumar Pandey