**Resume**

gaikwad amol suryabhan

**ADDRESS: SHRI NAGAR COLONY,**

**BASMATH TQ. BASMATH**

**DIST.HINGOLI -431512**

**MAHARASHTRA, INDIA**

**EMAIL ID**: [gaikwadamol120@yahoo.in](mailto:gaikwadamol120@yahoo.in) [gaikwads.amol@rediffmail.com](mailto:gaikwads.amol@rediffmail.com)

OBJECTIVE:-

To be a good resource in your company and utilize my acquired skills and education towards the growth of the organization where my talent would be nurtured and abilities would prove to be an asset.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **NO.** | **EXAMINATION** | **COLLEGE** | **PASSINGYEARS** | **BOARD/ UNIVERSITY** | **PERCENTAGE** |
| 1 | M.B.A (MARKETING & A.B.M) | KIT’S COLLEGE KOLHAPUR | 2016 | SHIVAJI UNIVERSITY KOLHAPUR | 58.00 |
| 2 | B.C.A | B.S.M COLLEGE BASMATH | 2010 | S.R.T.M.U NANDED | 58.06 |
| 3 | H.S.C | K.K.M BASMATH | 2007 | AURANGABAD BOARD | 67.00 |
| 4 | AGRI DIP. | P.V.S.K BASMATH | 2005 | V.N.M. UNI. PARBHANI | 52.58 |
| 5 | S.S.C | B.S.V. BASMATH | 2003 | AURANGABAD BOARD | 53.46 |

EDUCATIONAL QUALIFICATION

aCADEMIC PROJECT WORK

**Project Work:** Sales & Marketing   
**Duration:** 45 Days   
**Company:** Bajaj Auto Dealers

**Work Profile:**

* Going on field with seniors to study the market and customers of the company
* Generating enquiries for the company and converting them to customers
* Studying of the customers buying behavior and product satisfaction
* Studying market the company products as compared to other companies
* Assisting seniors in daily activities

TECHNICAL SKILLS

* Word, Excel, Power Point
* 40 WPM Typing in English and 30 WPM Typing in Marathi
* MS-CIT

LANGUAGES known:-

Marathi, Hindi, English

PROFESSIONAL EXPERIENCE

**Organization:** Shriram City Union Finance Ltd.

Basmathnagar Tq. Basmathnagar

Dist. Hingoli-431512

**Designation:** Sales Executive TW Product

**Duration:** 2 YEARS

**Date:** 21 April 2014 to 03 May 2016

**Job Profile:**

* + Daily visit in Dealers and Sub dealer’s showroom.
  + Generating new enquiries in the showrooms and canvas the customers.
  + Follow-up old customer’s data sours.

Setup the new plan for marketing and saleing activate likes pomp let, demonstration, cold calling, camp arrangement etc .

* + Give the right information for the loan and quotation
  + Give the par day longing in office and send to the dispatch report par day in seniors.
  + Collected the need full documents like aadhaar card, pan card, address proof, bank passbook, Bank cheques etc. and signature the legal agreements and process the loan files.
  + Calculated the EMI and Doan payment for the cost of products.
  + Provided the Invoice, quotation, TW Insurance for the customers.
  + Collection the payment for the customers and follow-up the pending customers.
  + Follow the orders Branch Mangers and Seniors.

PROFESSIONAL EXPERIENCE

**Current Organization:**  Nepoleit concuret souluation pvt. ltd.

(Authorised Stockiest)

( C K Birla Gorup HIL Ltd Birla Aerocon Pipes & Fittings )

**Head Offices:** M.I.D.C Near By Kirti Gold Oil Mails Latur Dist. Latur

**Designation:** Marketing & Sales Executive

**Duration: 1 year 5** Months

**Date:** Sep. 2018 to Feb. 2020

**Job Profiles:**

* To develop and maintain dealer and retailer counters under distributors
* Responsible for looking after the sales operations of the assigned areas
* To handle channel market sales
* Maintain our dealers and retailer counters
* Promotional activities, arrange the plumbers meeting with dealers and retailer support
* Take the market orders and send to dealers or distributors
* Contractions site vise and give us the product information for the customers
* Maintaining & updating customers and contractors database.
* Follow up the market sales for retailer’s counters and dealers counters
* Meet the customers and contractors and give the product demo and product information
* Payment follow up and collection
* Responsible for increasing and developing sales.
* Payment follow up in distributors

PROFESSIONAL EXPERIENCE

**Current Organization:**  Pioneer Adhesives pvt. ltd.

**Head Offices:**  Sankalp2 Pimpripada Film City Road, Malad(East) Mumbai- 400097

**Designation:** Territory Sales Officer

**Duration: 1 Year 9 Month**

**Date: 14 Feb 2019 To currently working**

**Job Profiles:**

* To develop and maintain dealer and retailer counters under distributors
* Crating the Primary & secondary orders in to markets
* Responsible for looking after the sales operations of the assigned areas
* Sales planning and new Client identification for Construction Chemicals, Plumbing Aluminums and Glass plywood, Paints & Automobiles shops in territory
* To handle channel market sales& maintain our retailer counters
* New Product launching and capability to set new distribution network
* Understand competitor products available in market convey the required information to the management regarding new products that can be started to improve our presence in company products
* Promotional activities, arrange the plumbers meeting with dealers and retailer support
* Take the market orders and send to dealers or distributors
* Follow up the market sales for retailer’s counters and dealers counters
* Meet the customers and contractors and give the product demo and product information
* Payment follow up and collection
* Responsible for increasing and developing sales.
* Will be covering more than 02-03 districts
* Payment follow up in distributors

PERSONAL DETAILS:-

**DATE OF BIRTH:** 09 Jan 1987

**SEX:** MALE

**MARITAL STATUS:** Married

**PHONE NO.:** 9766476274 / 9324908440

**NATIONALITY:** INDIAN

**CAST:** S.C (CHAMBHAR)

CO-CURRICULAR ACTIVITIES:-

* Certificate in Drawing Intermediate and Elementary with **‘C’** Grade.

AREA OF INTEREST OF WORK:-

IN MARKETING DEPARTMENT & AGRIBUSINESS MANAGEMENT DEPARTMEN.

REFERENCE:-

I hereby declare that the particulars given above are true to the best of my knowledge and belief.

Date: 20/05/2020

PLACE: Basmath Signature

(AMOL S. GAIKWAD)