

Resume

SANTOSH DILAVARSING THAKUR

At. Donad. BK. Po. Kajleshwar,

Tq. Barshitakli Dist, Akola (MH)

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OBJECTIVE:

I aspire to be a competent professional in a challenging and productive environment, by utilizing my skills and expertise for constant value addition for the overall benefit of the organization.

CAREER SKILLS:

- Sales & Distribution in whole territory Maharashtra through promoting to Dealers.
- Agriculture company product & parts provide the dealer & customer.
- Manage the overall sales and marketing performance of the company
- Handle high volume projects and contract negotiations
- Handling clients from different backgrounds and coordination with the management and project team
- Develop and implement sales strategies for the company
- Will be completely responsible for generating business and to source out premium customers
- Improve the brand recognition of the company
- Maintaining and Developing relationships with existing customers in person and via telephone calls and emails
- Arrange meetings with potential Dealer & Govt. Sector to Prospect for new business
- Possess good interpersonal skills that are used while interacting with clients towards ascertaining requirements and delivering need-based solutions.

KEY RESULT AREA:

- Strategic planning quarterly/half yearly & annually. Planning to achieve assigned targets & focus on cost control, maximum utilization of resources to keep profitability.
- I have represented at M.H. state business development & growth the sale.
- Previous my covering area- Akola, Amravati. Yavatmal. Washim. Hingoli. Nanded. Parbhani. Jalna. Aurangabad. Buldhana, Jalgaon, Dhule, Nandurbar Nashik, Ahmadnagar. Pune, Satara, Sangli. Solapur. Osmanabad, Ratnagiri,
- Total capacity utilization, on time performance level.
- Focus on development & execution of companies systems in context of indirect marketing.
- Focus on develop the relations with our customers.
- Recently covering area – Nashik. Ahmadnagar. Aurangabad. Jalgaon. Dhule. Nandurbar.

PREVIOUS COMPANY EXPERIENCE:

S. No.	COMPANY	PERIOD	DESIGNATION	H.Q.
6	Ratnagiri Impex Pvt Ltd	10 August 2021 To Present	Sales Executive	Nashik (MH)
5	Osaw Udyog	5th Jan 2020 To 30th July 2021	Area Sales Manager	Nashik (MH)
4	Husqvarna India Pvt Ltd	5 th Feb 2018 To 20 th Dece 2020	Sales Engineer	Nashik (MH)
3	Shaktiman Tirth Agro Rajkot	16 th Jun 2016 To Feb 2018	Sr. Sales Marketing Executive MP/	Bhopal (MP)
2	Aspee Group Of Company	5 th Nov 2013 To 10 th Jun 2016	Sr. Sales Executive	Mumbai (MH)
1	Manipal Seeds (I) Pvt Ltd	01 st Apr 2010 To 25 th Oct 2013	Marketing Executive	Akola (MH)

Educational Qualification:

- Course in Arts : Agriculture Diploma 12 + 2 years
P.K.V Akola University, 2004

Basic Knowledge:

- Working Knowledge (Windows Operating Systems, MS-Office –Word, Excel, Internet & E-mail.

Personal Details:

Father's Name : Shri Dilavarsing Thakur
Date of Birth : 02th July 1983
Nationality : Indian
Language Known : Marathi, Hindi, English,
Marital Status : Married
Permanent Address : At. Donad. BK. Po Kajleshwar,
Tq, Barshitakli Dist, Akola - 444001 (MH)

DECLARATION:

I hereby declare that the above information is true to the best of my knowledge. If give a chance, I will do my best to satisfy you with my hardworking and conduct.

Date :

Place :

(Santosh Dilavarsing Thakur)