

RESUME

AMIT SHAW

PRESENT ADDRESS

S/O-R.P.SHAW

Q.NO-B/528/II

DIST.-RANCHI

STATE-JHARKHAND

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INTRODUCTION:

I am born in a Bengali upper middle class family embedded in values . Sincerity is the key to my personality and discipline is my way of life.

Basically I am a hard task master. My interest is basically to look after the marketing and sales field in the industry, and I have tried to gather experience for the administrative job for the marketing side "WORK IS WORSHIP" I believe in this.

OBJECTIVE:

Aspiring to seek a career in management by consistently striving to produce result oriented output. The cherished goal is to obtain a position in an organization where I can apply my managerial & administrative & sales skills in achieve organizational goals and to continuously strive to learn new skills in pursuance of an objective of becoming a competent MANAGER..

PRESENT EMPLOYEE:

Working as a Area Sales Manager in **Prataap Snacks Ltd (yellow diamond)** . From the month of Feb'2016 to till data.

PROFILE:

- Developing, Monitoring, Executing & Coordinating Sales & Distribution Plan to achieve sales target with supper stockiest, Distributors & Retailers and ensure collections in Districts of Jharkhand,
- Besides, setting up of Distribution channels, appointing clearing & forwarding agents, **The undersigned has the exposure in conceptualization supply chain system (Retail business)**, preparation of various contracts or agreements for business etc. on behalf of the companies all these are the strongest areas of my duties &

responsibilities involved.

- Looking after Area Development, Business Development, & Development of Distribution Channel in my area.
- Ensuring Company's Volume in terms of secondary & Primary sales & Managing Sales team under my territory.

PROFESSIONAL EXPERIENCES :

1. Working as a **Area Sales Manager in SURYA FOODS PVT. LTD** From the month of March 2010 to July 2016.

JOB PROFILE:

- Developing, Monitoring, Executing & Coordinating Sales & Distribution Plan to achieve sales target with super stockiest, Distributors & Retailers and ensure collections in Districts of Jharkhand, Bihar and W. B .
- Besides, setting up of Distribution channels, appointing clearing & forwarding agents, **The undersigned has the exposure in conceptualization supply chain system (Retail business)**, preparation of various contracts or agreements for business etc. on behalf of the companies all these are the strongest areas of my duties & responsibilities involved.
- Looking after Area Development, Business Development, & Development of Distribution Channel in my area.
- Ensuring Company's Volume in terms of secondary & Primary sales & Managing Sales team under my territory.
- Developing the new market, launching new products, observing the new concept in the market as well as the competitors' activities.
- Achieving the target, motivating and developing team. Maintaining close contact with distributor, retailers and Shopping Malls for increase in the sale.

2. Worked as **Area Sales Manager in Shanaz Husain Herbal Products** from the month of Feb 2005 to Feb 2010.

JOB PROFILE:

- Developing, Monitoring, Executing & Coordinating Sales & Distribution Plan to achieve sales target with super stockiest, Distributors & Retailers and ensure collections in Districts of Jharkhand.
- Besides, setting up of Distribution channels, appointing clearing & forwarding agents, **The undersigned has the exposure in conceptualization supply chain system (Retail business)**, preparation of various contracts or agreements for business etc. on behalf of the companies all these are the strongest areas of my duties &

responsibilities involved.

- Looking after Area Development, Business Development, & Development of Distribution Channel in my area.
 - Ensuring Company's Volume in terms of secondary & Primary sales & Managing Sales team under my territory .
3. Worked as **Area Sales Officer** in **Wipro Consumer Care Ltd.** From June 2004 to Jan. 2005.

JOB PROFILE.

- Promoting the sales of the product of Wipro Consumer Products.
 - Handling the Distributor, Dealers and three Sales Representatives.
 - Lequding the Stocks of Distributors and CNF. Achieve the Target month by month.
 - Promoting the sales of the company through KNOP.
4. Worked as a **Territory Sales In charge** in **R.D.M. Pvt. Ltd. (Ayur)** from April 1999 to May 2004
- Promoting the sales of the product of Ayur.
 - Handling the Distributor, Dealers and five Sales Representatives.
 - Lequding the Stocks of Distributors and CNF. Achieve the Target month by month.
 - Promoting the sales of the company through KNOP.

AREA OF EXPERTISE.

MARKETING :

Implement marketing initiatives including planning new events, beginning novel sales promotion schemes to build consumer preference.

BUSINESS DEVELOPMENT

Analyze business potential; conceptualize & execute strategies to drive sales Identify new markets and tap profitable business opportunities.

ACEDMIC QUALIFICATION

1. **B.S.E.B.**
2. **Intermediate from Marwari College, Ranchi.**
3. **Graduation from Ranchi University, Ranchi.**

PERSONAL INFORMATION :

DATE OF BIRTH : 22th January 1981
MARITAL STATUS : Single
FATHER'S NAME : Sri Radhika Prasad Shaw

E. MAIL : **amitshawranchi@rediffmail.com**
amitmarketingprofessional@gmail.com

PERSONAL INTEREST : **Travelling and Making Friends.**

LANGUAGE KNOWN : **Bengali, Hindi & English**

Amit Shaw