

## POST APPLIED FOR AREA SALES MANAGER (JHARKHAND)



**Bablu Das**

(Age: 44 years, Professional age – 24+ years)

**Specialties:** Business Development, Marketing, Distributor development, contract management, Team Leading in FMCG Company.

### Personality Profile:

Hard working & creative with positive attitude, entrepreneurship skill and desire to learn. A friendly person with good communication skills and the ability to contribute as an active team member.

### Skills & Competencies:

Leadership, strong communication skills, team player, fast learner and good listener, project planning and execution. Capable of handling a group of sales personal with excellent in personal managerial skill.

### Qualification Overview

Year	Degree	College/University
1994	B.Sc	Ranchi University
1989	SSC	ISC Board
1987	HSC	ISC Board

### EXPERIENCE Overview

Tenure	Organization	Designation
Jun 2022 to Till Date	Marino Food Products Pvt.Ltd.	Area Sales Manager
Jan 2021 to Apr 2022	SWG Industries Ltd. (Dukes Food Products Ltd.)	Area Sales Manager
Aug 2007 to Dec 2020	Priya Food Products Ltd	Area Sales Manager.
May 2003 to July 2007....	Saj Industries PVT LTD (Bisk Farm)	Sales Officers.
Feb 1998 to April 2003....	Proctier & Gamble Ltd.	Sales Executives.

### EXPERIENCE SUMMARY

ORGANIZATION	Priya Food Products Ltd
DESIGNATION	Area Sales Manager.
JOB – DESCRIPTION	<ul style="list-style-type: none"><li>• Generate sales through retail &amp; wholesale market.</li><li>• Prepare sales strategies and projections of the market.</li><li>• Responsible for Developing &amp; implementing sales strategies.</li><li>• Responsible for Distributor, Dealer maintaining and increasing sales of company's products. - Developing sales strategies and setting targets.</li><li>• Responsible for the targets of the sales executives.</li><li>• Preparing Stockiest for the company.</li><li>• Responsible for exploring new markets.</li></ul>

**ACHIEVEMENTS**

- In the span of 13 years I have developed more the 30+ distributors in the Jharkhand district.
- Developed more than 25 stockiest in the allotted area.
- Achieved a growth of 20lac sales to 1.25 lac per month.
- Achieved sales of 85 lacks per month.
- Developed good energetics sales teams with 1% of attrition.
- Build a good professional relationship with distributors, Retailors & Stockiest.
- Achieved 0% attrition of distributors.

<b>ORGANIZATION</b>	Saj Industries PVT LTD (Bisk Farm)
<b>DESIGNATION</b>	Sales Officers.
<b>JOB – DESCRIPTION</b>	<ul style="list-style-type: none"><li>• Generate sales through retail &amp; wholesale market.</li><li>• Prepare sales strategies and projections of the market.</li><li>• Responsible for Developing &amp; implementing sales strategies.</li><li>• Responsible for Distributor, Dealer maintaining and increasing sales of company's products. - Developing sales strategies and setting targets.</li><li>• Responsible for the targets of the sales executives.</li><li>• Preparing Stockiest for the company.</li><li>• Responsible for exploring new markets.</li><li>• Responsible for sales promotional activities.</li><li>• Implementing trade scheme.</li></ul>
<b>ACHIEVEMENTS</b>	
<ul style="list-style-type: none"><li>• In the span of 4 year trapped more than 20 + distributors.</li><li>• Developed 18 stockiest in the Jharkhand area.</li><li>• Successfully achieved 70lac sales per month.</li><li>• Developed a good responsible team for sales.</li><li>• In the span of my tenure I have been promoted.</li></ul>	

<b>ORGANIZATION</b>	Proctier & Gamble Ltd.)
<b>DESIGNATION</b>	Sales Executives.
<b>JOB – DESCRIPTION</b>	<ul style="list-style-type: none"><li>• Generate sales through retail &amp; wholesale market.</li><li>• Prepare sales strategies and projections of the market.</li><li>• Responsible for Sales.</li><li>• Responsible for Distributor, Dealer maintaining and increasing sales of company's products.</li></ul>
<b>ACHIEVEMENTS</b>	
<ul style="list-style-type: none"><li>• In the span of 5 years achieved upto 95% of my assigned sales target.</li><li>• Got best sales executive.</li></ul>	

Hobbies: Travelling.

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