

# Sujit Subhash Jadhav

## Personal Details

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## Objective

Looking forward for an opportunity in an environment, where I can utilise my skills in contributing effectively towards the success of the organisation without neglecting the improvement of my personal and professional skills.

## Experience

- **Clerk** Oct 2010 - Aug 2012  
Sahara Co op credit society
  - Haldaling customer relations.
  - Handling cash counter.
- **Sales executive** Sept 2012 - Aug 2015  
Hindustan Unilever (distributer)
  - To ensure distribution objectives for specific SKU's are achieved as per sales plan.
  - To achieve the brand sales targets Value.
  - Order booking and supply recording.
  - Complaints handling and market analysis.
- **Sales Alliance Executive** Aug 2015 - Nov 2021  
BigBasket (B2B kirana)
  - Genreating leads and new customers on boarding.
  - Preparing sales targets and obtaining managers approval.
  - Maintaining excellent customers relationships.
  - Meeting or exceed sales goals.
  - Set weekly, monthly sales target.
- **Area Relationship Manager** Dec 2021 - May 2023  
BigBasket (B2B kirana)
  - Maintaining updated team sales record.
  - Dilvered sales and profit targets through productive development of relationships with existing customers.
  - Motivated sales team to exceed sales goals and targets by each year.
  - Develop and implement sales strategies to increase Market share.
  - Taking small training on motivation and learning development for 100% achivhament.
  - Maintaining excellent old customer's relationships.

## Education

Course / Degree	School / University	Grade / Score	Year
S. S. C	Maharashtra State Board	47%	Mar - 2002
H. S. C	Maharashtra State Board	54.17%	Feb - 2004
B.Com	Shivaji University kolhapur	41.72%	Oct - 2008
M.Com	University of Pune	45.43%	Apr - 2013

**Skills**

- Operating system - Windows xp, Windows 7/8
- Computer course - MS-CIT, Ms office, TallyERP.9
- Typing in English - 30wpm. Typing in Marathi - 30wpm.

**Achievements & Awards**

- BigBasket is Got promoted from Sales Alliance executive to Area Relationship Manager.

**Languages**

- English
- Hindi
- Marathi