



MUKESH KUMAR VISHWAKARMA

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Seeking challenging assignments in field with a growth oriented organization of repute

PROFESSIONAL SYNOPSIS

A competent performer with over 16 year`s rich experience in FMCG Sales with leading companies in different markets of Jharkhand, Bihar and West Bengal & proved ability to achieve various companies` goals along with team.

CURRENT PROFESSION

Currently working with "BHASKAR VENKATESH PRODCTS PVT LTD"(TAN MAN Detergent ,Big Boss Agarbatti) based at Bhopal as a Area Sales Manager from 17th Sep 2020 to till date and looking after Jharkhand and part of Bihar.

KEY RESPONSIBILITY AREA

Handling Channel partners in the allocated area
Achieving Primary Sales and Secondary Sales target
Sales Promotion Activity (By POP materials and market materials)
Achieving Targets month on month by motivating distributors and visiting retail outlets
New marketing strategy definition for the region
Increase the Sales target
Development & monitoring of Sales team
Maintaining the dealers' network &, retailers' network & sales Team

PROFESSIONAL EXPERIENCE

- Nirma Consumer Care Limited from March`2005 to April `2006 at Ranchi (Jharkhand) as Sales Representative.
- Jyothy Laboratories Ltd. from May` 2006 to Sep`2013 at Dhanbad and was looking after the Sales and Distribution of Company at the allocated area.
- Prem Henna Pvt Ltd from Sep`2013 To Sep`2016 as an Area Sales Executive, and looked after Jharkhand.
- Ban labs Pvt Ltd from Sep`2016 to June`2019 as Area Sales Manager, and look after Jharkhand.
- Naturence Herbals as a RSM from June`2019 to Sep`2020

KEY RESPONSIBILITY AREA

Handled Distributors
Achieved Primary Sales and Secondary Sales target
Sales Promotion activity done by distributing POP materials and market visibility materials
Achieved targets month on month
Defined market strategies for the region increased the Sales

Maintaining the retailer network.

ACADEMIC CREDENTIALS

Bachelor of Commerce from Vinoba Bhave University in 1998
Hons. - A/Cs
Class - Good 2nd Class

INFORMATION TECHNOLOGY SKILLS:

Diploma in Software Technology from CMC Limited, Dhanbad

PERSONAL DETAILS

Address - Opp. Shiv Mandir, Phusbunglow, Bhaga, Dhanbad, 828301
Date of Birth - 01.03.1978
Skills - Verbal Communication, Teamwork, Initiative, Planning and organizing
Interests - Visiting places and reading
Languages Known - English, Hindi

Date – 21/06/2021

Place - Dhanbad

(Mukesh Kumar Vishwakarma)