

## RESUME



### Sandeep Kumar Tiwari

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Highly motivated commercially driven person with a friendly and outgoing personality who displays a high degree of commitment and dedication to the task undertaken. I have gained extensive knowledge and experience within the sales and marketing industry and can establish trusting relationships with my clients which is reflected in exceptional sales performance within a highly competitive marketplace. I can introduce new products in the markets effectively, whilst training and guiding new employees. I occasionally organise conferences to introduce new products and give updates regarding existing products to discuss what technique should be used to enable the products to reach their full potential.

I can carry out marketing and research activities internally and externally to support effective company promotions and to maintain and develop product sales. Create marketing strategies and adverts according to the Company public relations strategies.

Able to ascertain the product USP and effectively within markets. Lastly, I am accustomed to working under pressure to meet deadlines and targets. Able to work as an effective member of a team but can work on my own initiative when required.

### CAREER OUTLOOK

- Total work experience of **12+ years**
- A dynamic professional with Efficient Management Skills.
- Excellent communication and possess good knowledge of understanding the customer needs.
- Sound Knowledge of **MARKETING** workings and Good command over Service concepts.
- Strong motivational and leadership skills.
- Excellent in understanding and analysing the human behaviour.
- Proficient in coordinating with the people.
- Excellent in presentation and interpersonal skills.
- Familiar with working of MS-Excel, power point, MS-word.

### WORKING EXPERIENCE

#### Present Experience

May, 10, 2022                      Work with M/s ESME Consumer (P) Ltd (A Group of Samara Kapital), New Delhi  
to                                      As a Area Sales Manager (G.T. Sales)  
Till Date                            H.Q.- Kanpur, with Working Area Kanpur/Allahabad & Bundelkhand Distt.

#### Previous Experience

Oct, 11, 2007                      Work With M/s Luminicare Health & Beauty Pvt. Ltd., Mumbai  
to                                      As a Area Sales Executive (G.T. & Parlour Sales)  
Feb, 15, 2008                      H.Q. Lucknow, Working Area Lucknow, Kanpur, Varanasi, Allahabad & Gorakhpur Distt.

Feb, 16, 2008 to Sept, 30, 2009	Work with M/s Emami Ltd., Kolkata As a T.S.O. (G.T. Sales) H.Q. Gorakhpur
Oct, 01, 2009 to Oct, 31, 2010	Again I was promoted as a A.S.O. (G.T. Sales) In M/s Emami Ltd., Kolkata H.Q. Gorakhpur
Nov, 01, 2010 to Sept, 30, 2012	Again I was promoted as a A.S.E. (G.T. Sales) In M/s Emami Ltd., Kolkata H.Q. Lucknow
Oct, 01, 2012 to Aug, 11, 2013	Work with M/s Ratnasagar Herbals Pvt. Ltd., Kolkata. As a A.S.E. (G.T. Sales) H.Q. Gorakhpur
Sept, 01, 2013 to Aug, 31, 2016	Work with M/s IPSA LABS Pvt. Ltd., Delhi As a A.S.M. (G.T. Sales)- East & Central U.P. H.Q. Kanpur
Sept, 03, 2016 to April, 30, 2020	Work with M/s Zydus Wellness Products Limited. As a Sales Officer (G.T. Sales) H.Q. Gorakhpur
May, 01, 2020 to April, 30, 2022	Work at M/S- Guiltfree Industries Ltd- Kolkata Senior Sales Executive (G. T. Sales) H.Q. Lucknow & Gorakhpur

#### JOB PROFILE

1. Controlling a distributor's network.
2. Launch a new product for Positively.
3. Controlling a SR & ISR through company norms.
4. Implement a company's term & condition in market, distributors and sales staff.
5. Company given an all activity utilize in market.
6. Sales staff training programme positively.
7. Proper Timely Reporting

#### RESPONSIBILITY

- Acquisition of new customer of HORECA
- Arranging chef demonstration for new customers
- Reporting to the territory senior manager
- Handle the territory given by company
- Handling **sales/ brand** promotion activity
- Handling new distributors and dealers
- Launching of the new product
- Generate the new client for developing the business
- Achieve the sales Target on monthly basis.
- Pre and post sales complacence as per the company norm.

#### ACADEMIC CREDENTIALS

- Art Graduate in-2007.

### HOBBIES AND INTEREST

- Reading Books & Playing Cricket

### STRENGTH

- Positive Attitude
- Hard Working

### PERSONAL VITAE

Date of Birth : May, 10, 1983  
Father's Name : Late Mr. Hemant Tiwari  
Nationality : Indian  
Gender : Male  
Marital Status : Married  
Languages Known : English, Hindi & Bhojpuri  
Permanent Address : C/o- Dr. S.V. Tiwari  
East of Mission School  
Garulpar, Deoria- 274001(U.P.)

### DECLARATION

I hereby declare that the above details given are true to my knowledge and I have the relevant records to prove the same.

DATE :

PLACE : Gorakhpur

(Sandeep Kumar Tiwari)