

SANJEEW KUMAR MISHRA

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CAREER OBJECTIVE:

To secure an appropriate position, this will provide growth opportunity with effective utilization of my skill and experiences also the opportunity to learn more in professional atmosphere

ACHIEVEMENT

- Possess excellent Communication, Interpersonal and Relationship Management skills.
- Abilities in working in strict deadlines and diverse conditions.
- Business development and expansion skill
- Sales team building and leadership
- Established soya chunks, macaroni and oats in the market in the year 2013

PERSONAL SUMMARY

Ambitious, highly motivated energetic sales personal with excellent marketing and business development skill. Experience of managing sales and merchandising for establish retail outlet, a result oriented professional with a proven ability to get results and generate revenue, improve service as well as reduce cost, logical and problem solving abilities, recognized for successfully meet target, fruitful relationship with customer and channel partners.

EDUCATIONAL QUALIFICATION

Degree	Institute/ University	Discipline	Year of Passing	Div / Grade
MBA	E.I.I.L.M.	Marketing / Finance	2011	1 st
Graduation	Rajendra college (Jaiprakash university), Chapra	B.com (Hons)	2006	1 st
10+2	SDS College, (BIEC) Patna	Commerce	2002	2 nd
10 th	Jalalpur high school, (BSEB) Patna	General	2000	2 nd .

TECHNICAL EDUCATION

Working Knowledge of MS word, Excel and Power Point.

CAREER HISTORY

- **Patanjali Ayurved Pvt Ltd(Food & Medicine Division)**
(September 2019 to Continue)
Senior Sales Officer
Head Quarter-North Kolkata
Area of Operation: North& Central Kolkata
Product-(Oil,Ghee,Honey,Pulse,Rice, Flour,Medicated juice)

- **Prataap snacks pvt . Ltd**
Feb 2018 to August 2019)
Sales Officer
Head Quarter –Behala
Area of Operation: South Kolkata
Product –Chips, Namkeen

- **Parle biscuits pvt . Ltd**
Feb 2017 to Feb 18)
Sales Officer
Head Quarter –Behala
Area of Operation: South Kolkata
Product –Chips, Namkeen,Rusk,cake

- **Varun Beverages pvt. Limited (Pepsi), Mechada**
Aug 2014 to Jan 2017
Customer Executive
Head Quarter-Mecheda
Area of Operation - East and West Midnapur
Product-Pepsi 7up, Mount Dew, Slice, Aqua fina.

- **Priya foods(May 2011 to july 2014)**
Sales Representative
Product-Pickle, Culinary Paste, Papad, Soya Chunks, Macroni, Vermicilly, Instant mix
Head Quarter-Kolkata &Patna
Area of Operation – North Kolkata ,North 24pargnas,nadia

Key Responsibility Handled

- Taking care of primary and secondary sale primary planning, dealer and distribution management.
- Appointing new distributor
- Handling and motivating sales team
- Successfully achieved targets within the set deadline
- Reviewing your own sales performance ,aiming to meet or exceeding target
- Acting as contact between company and distributor
- Attending sales meeting and sharing best practices with them
- Competitor analysis
- Brand lunching

➤ **INTEREST**

- Riding bike
- Playing chess, cricket
- Travailing
- Interacting with people

➤ **STRENGTH**

- Hard working
- Honest
- Self motivated
- Fast decision making
- Optimistic

➤ **PERSONAL DETAILS**

- Father's Name Sri Bajrang mishra
- Nationality Indian
- Date of Birth 13 Nov 1985
- Language Known English, Hindi & Bengali
- Present address BH186 Rameshwar Apartline,(Kestopur),Kolkata 700060
- Permanent address VILL- Mishrwaliya, Post-jalalpur bazaar,Dist-Chapra,Bihar

Date

Signature