

SANTOSH KUMAR KHANDURI

Kandiya Mohalla, Ward No 11, Suman Marg, Dhalwala Rishikesh, Uttarakhand, 249201

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09410531088

Professional Summary

Maintaining and increasing **sales** of your company's products. Reaching the targets and goals set for your **area**. Establishing, maintaining and expanding your customer base. Servicing the needs of your existing customers. Responsible for overseeing the sales operation of my company in a particular geographical area.

Employment history

Bonn Nutrients Private Limited.

May. 2016 – Present

Area Sales Manager in Uttarakhand, Rishikesh

- Managing, training, and providing overall guidance to the sales team of an assigned territory.
- Setting reasonable sales targets to be achieved by the sales team.
- Monitoring the performance of the sales team and motivating members to meet or exceed sales targets.
- Collecting customer feedback and providing updates to senior management.
- Traveling to potential and existing customers within an assigned sales area to present company offerings and build brand awareness.
- Utilizing outbound telephone calls, email communications, and face-to-face meetings with customers to close sales.
- Developing and sustaining long-term relationships with customers.
- Implementing a sales management process to assist the sales team in identifying and prioritizing key customers and prospects.

Marvel Tea Estate India Ltd.

Oct. 2015 – May. 2016

Area Sales Manager in Uttarakhand, Rishikesh, UTTARAKHAND

- Develop and control all business activities.
- Managing under-working sales force and utilizing profitability manner.
- Ensuring product placement and penetration in the territory, hiring retail display windows.

Gillanders Arbuthnot & Co. Ltd.

May. 2014 – Oct. 2015

Business Development Manager, Rishikesh, UTTARAKHAND

- Launched KPI tea in uttrakhand
- Increased sales

Parle Agro Pvt. Ltd.

Jul. 2012 – May. 2014

Growth officer, Rishikesh, UTTARAKHAND

- Launched Café cuba Drink in uttrakhand
- Increased sales.
- Achieved Target.

Sunrise Foods Ltd.

Mar. 2008 – May. 2012

Sales Officer, Rishikesh, UTTARAKHAND

- Launched Sunrise Spices in uttrakhand
- Increased sales.
- Achieved Target.

Nutrine Confactnori Co. (P) Ltd

Jan. 2001 – Mar. 2008

Sales Representative, Ghazibad, U.P.

Skills :

- The ability to work calmly under pressure.
- Excellent communication and 'people skills.
- The ability to motivate and lead a team.
- Good business sense.
- Excellent sales and negotiation skills.

Education:

DAV PG Collage (H.N.B. University), Dehradun, UTTRAKHAND

Bachelor of Arts, Jan. 2000

U.P. Board Allahabad, Karnparyag, Uttarakhand

Inter Mediate, Apr. 1997

Languages:

English	Conversational
Hindi	Fluent

Personal Profile:

Father's Name	Mr.GopalDutt Khanduri
Date of Birth	24th June, 1980.
Marital Status	Married
Nationality	Indian

