

# ***CURRICULUM VITAE***

## **Personal Details**

**Name:** Ankit Dubey

**Gender:** Male

**Marital Status:** Married

**Father :** Manoj Dubey

**D.O.B. :** 17th March 1995

**Language Proficiency:** Hindi, English, . Marathi

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## **Career Objective:**

To work for an organization which provides me the opportunity to improve my skills and knowledge to growth along with the organization objective.

Now looking for a new and challenging managerial position, one which will make best use of existing skills and experience and also further my personal and professional development.

## **PROFESSIONAL EXPERIENCE**

### **Channel Sales:**

- Setting up new channel partners and overseeing the on-boarding process.
- Identifying and reaching out to new potential channel partners.
- Extensive experience in the strategic planning.
- Working on cross selling opportunities within the organization.
- Able to negotiate rates with the Dealers & Convince them to come work with us.
- Planning of Sales, Branding , Promotions, Relationship Building etc.

### **Management:**

- Possessing creative problem-solving and analytical skills.
- Highly effective motivator with strong written and spoken communication skills.
- Daily Monitoring and Suggesting the required Action for High value Customers.
- Day to day follow up and coordination with different teams to ensure timely flow.
- Proven ability to ensure that products are delivered in a good state and on time.
- Willingness to work unusual hours.
- Able to evaluate complex situations and find solutions for them.

## **EMPLOYMENT HISTORY**

### **M/s Paras Paints Pvt Ltd Pune, Senior Executive –Business Development January 2017 To Till On.**

- To expand the distribution network in the assigned territory.
- To manage the present dealer network.
- To meet the day to day requirements in terms of Getting orders from the dealers as per assigned targets.
- Collecting payments and reducing outstanding.
- To ensure that the credit notes reach the dealers on time.
- To maintain accounts clarity with the dealers.
- To expand network in terms of new dealers.
- To initiate field development w.r.t. new sign boards & painter meets.
- Brief the dealers with the new schemes and the target products.
- To ensure proper visibility of our products at counters.
- To fill the plan & daily reports in CRM.
- Sales implementation & achieving the sales target as per desired schedule.
- Maintaining excellent relations with clients to generate revenues for further business.
- Collecting customer feedback and market research.
- Solving all the issue of dealer for making smooth business relation.
- Responsible for all documentations of Acknowledgment/Billing/Collection etc

### **M/s A K Trans Logistics , As Executive - Business Development-, Pune Since May 2015 To Dec 2016.**

- Sales implementation & achieving the sales target as per desired schedule.
- Maintaining excellent relations with clients to generate avenues for further business.
- Developing business from existing customers.
- Developing Vendors to enhance the operational activities.
- Scheduling and dispatching of order to the concern location.
- Proper using space management in the company.
- Responsible for MIS.& Business Development.
- Managing all MIS Reports on daily basis, Dispatch Report, Cycle Count. Report etc
- Coordinating the logistic functions and negotiating with transporters for cost effective transport solutions and clearances.
- Handling the fleet of vehicles and transporter ensuring on-time delivery and monitoring transit norms.
- Tracking and Vehicle Transshipment and Managing stock efficiency through MIS Reports and Analysis.
- Responsible for all documentations of Acknowledgment/Billing/Collection etc.

## **INTERNSHIP PROJECTS**

### **Title: MBA Summer Internship Project**

- **Summary:** Completed 2 Months Training In IBN Technologies For Project Report “**To Study Customer Satisfaction** “. (**Digital Marketing-Sales Div**)
- **Summary:** Completed 2 Months Training In Tata Tele service For Project Report “**To Study Customer Satisfaction** “. (**Telecommunication Marketing-Sales div**)

### **Title: BBA Marketing Project**

- **Summary:** Completed 2 Months Training In Nirav Beverages Pvt Ltd For Project On Study Of Distribution Channel Of “**Euro Packaged Drinking Water** “.

## **KEY COMPETENCIES AND SKILLS**

- Retail Sales.
- Dealer Management.
- Channel Sales.
- Channel Management.
- Key Account Management.
- Dealers.
- Distributors.

## **CERTIFICATES**

- L1 Sales Training in Tata Tele Services.
- Appreciation Certificate for Outstanding Performance in 2018.
- Appreciation Certificate for Outstanding Performance in 2019.

## **ACADEMIC QUALIFICATIONS**

- **SSC** passed from Maharashtra Board with . (**2010**)
- **HSC** passed from Maharashtra Board with . (**2012**)
- **BBA ( Marketing)** passed from Pune university with .(**2015**)
- **MBA (Marketing)** passed from Pune University with . (**2017**).

## **IT SKILLS**

- ❖ Windows 10/8/7/98/2000, XP,
- ❖ Microsoft Office 2000, 2003, 2007 & 2010
- ❖ (MS Excel, Word, Outlook, MS Access,)
- ❖ Internet Browsing :- Better Knowledge of Internet, Surfing, Sending & Receiving Emails.
- ❖ Networking, ERP-TMS.

**Place: Pune**

**Ankit Dubey**