

Anshaj Tripathi

Mobile — 9109701795

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Language Known – Hindi, English

OBJECTIVES

To work in a creative environment using cutting edge technologies where, I could constantly learn and successfully deliver the solution to the identified problem.

SKILLS

- Client's problem solving.
- Active Listening.
- Build relationships.
- Product knowledge.
- Taking Responsibility.
- E-mailing.
- Communication.
- Basic Computer Operations, Proficiency in Microsoft Office & Microsoft Word.

EXPERIENCES

• Shree Sai Earthmovers Pvt Ltd. •

(Chicago Pneumatic Compressor & Kirloskar Gensets)

➤ Area Sales Manager (August 2021 – Till now)

JOB DESCRIPTION:-

- Sales Planning & territory mapping.
- Communicate with customers and meet their various needs.
- Built relationships with customer and community to promote long term business.
- Meeting and developing good relationship to clients.
- Frequent Clients visit and product presentations.
- Motivate customer and improve equipment marketing.
- Prepare reports by collecting, analyzing and summarizing information.
- Monthly reports on leads, clients visit data, prospecting, and lost details.
- Prospect and conduct face to face sales, throughout assigned territory.
- To also achieved expected sales target on a consistent based through own.
- Representing the company in various exhibition and trades fare.
- Also take the feedback from existing customer for any issue or any complaint.

• **Puzzolana Machinery Fabricators** • (Crushing & Screening Solutions)

➤ **Project Engineer Sales (May 2017 – June 2021)**

JOB DESCRIPTION:-

- Built relationships with customer and community to promote long term business.
- Meeting and developing good relationship to clients.
- Frequent Clients visit and product presentations.
- Motivate customer and improve equipment marketing.
- Prepare reports by collecting, analyzing and summarizing information.
- Monthly reports on leads, clients visit data, prospecting, and lost details.
- Management of sales & Marketing of crusher set a target meet to customer and discuss to project.
- Developing a strategic monthly and weekly plan to visit project site.
- Erection and stabilization of crusher project and its auxiliaries and including acceptance handling over within time.
- Installation, Commissioning and production of crusher project.
- Prospect and conduct face to face sales, throughout assigned territory.

EDUCATIONAL QUALIFICATIONS

- Polytechnic in Mechanical Engineering from RGPV Bhopal aggregate 7.75 CGPA.
- Completed XII standard Board of MPBSE Bhopal with an aggregate 59%.
- Completed X standard board of MPBSE Bhopal with an aggregate 73%.

CERTIFICATE COURSES

Name of Training	Organizer	Course Duration	Date of Completion
Electricity Generation	BANSAGAR HYDEL POWER STATION	48 days	17, Feb, 2017
Development Training	CHICAGO PNEUMATIC	3 days	18, Aug, 2023

HOBBIS

Project Reporting ; Product working manual preparation ; Travelling ; Hard Working ; Like Challenge.

CONTACT INFORMATIONS

Address:- Ward No. 10 , Adarsh Nagar , Sirgitti, Bilaspur, Chhattisgarh - 495004

Phone Number :- 9109701795 **Email Address :-** anshajtripathi910@yahoo.com

PERSONAL INFORMATIONS

Gender : Male **Religion** : Hindu **Date of Birth** : 05 / 11 /1997
Father's Name : Chandrika Tripathi **Caste** : General **Marital Status** : Unmarried

I hereby declare that the above mentioned particulars are true to the best of my knowledge and belief.

Place : BILASPUR (C.G)

Date :

ANSHAJ TRIPATHI