

ASHISH K

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SUMMARY

- Dynamic professional with 5.6 Years of **E Commerce, General Trade, Business Development, Account Management** experience.
- Seeking an effective position in an organization where I can utilize my skills and provide room for growth and advancement by contributing to the best of my abilities.
- An effective communicator possessing excellent presentation & soft skills with honed marketing management, logical and problem-solving abilities.

PROFESSIONAL SYNOPSIS

- Working as Area lead for **Udaan** (April 2020- Till Date)
- Well versed in Handling Food & FMCG Portfolio.
- Business Development at the core – Acquiring new Buyers, Managing Productivity, Retention, Growth of the Buyer.
- Building B2B e-commerce demand vertical across the Region.
- Liaisoning with Cross functional teams such as Sell side, Operations, Credit, Returns for enhancing buyer experience.

- Worked as Assistant manager for **Godfrey Phillips India Pvt Ltd** (April 2019- April 2020)
- Good exposure in handling General trade.
- Achieved and surpassed targets in all the quarters.
- Excellent team handling capability.

- Worked as Territory Sales Manager for **Bharti Airtel Ltd** (May 2018 – April 2019).
- Adept at driving growth of Company revenues and improving CSD & sales team performance. Exceptional mentor and coach with good analytical and selling skills.
- Achieved & surpassed the given targets by focusing on Sales, usage, retention strategy & the plans.
- Tenacious in building new business, securing customer loyalty, good comprehensive and presentation skills.

- Worked as Business Development Executive for **CoreEL Technologies (I) Pvt. Ltd.** (May 2016 - May 2018).
- Good exposure to B2B Sales, Channel sales.
- Good exposure of handling Government, R&D, PSU lab and private customers.
- Recognized for nurturing fruitful relationships with customers and OEM.
- Skillfully handled OEM from Israel, UK, USA.

KEY RESPONSIBILITIES HANDLED

Udaan (HiveLoop Technologies Pvt Ltd)

- Managing entire South team with 20 Crore Food & FMCG Sales per Month.
- Handling team of 70 BDE's and 6 Sales officers.
- Responsible for servicing 10,000+ Outlets with 7000+ Productive outlets every month.
- Driving Beat design, adherence, BDE allocation, productivity to ensure daily sales closures.
- Creating Google Sheets for real time tracking of on field teams.
- Hiring field teams, training and responsible for performance management.

Godfrey Phillips India Pvt Ltd

- Managing 2 WD's with monthly turnover of 4.5 Crore.
- Handling team comprising of 40 Salesmen, 6 TL's and 6 TSE's.
- Responsible for servicing 2500 Outlets across Koramangala, BTM, HSR, MG Road, Richmond.
- Key responsibility to grow existing Marlboro brand and position new Brands as and when it's launched.

Bharti Airtel Ltd

- Managing a team of 2 channel partners and DST's responsible for business from 100+ corporate accounts.
- Handled data products & services and responsible for end to end customer experience
- Generated Orders worth 8-10mn per month with 90% revenue realization.
- Training & developing the indirect channel for B2B data products.
- Handled Team Size of 25 People

CoreEL Technologies Pvt Ltd

- Acting as key contact between a company and its existing and potential markets.
- Making accurate, rapid cost calculations and providing customers with quotations.
- Gathering market intelligence and customer information.
- Evaluating Existing channel partners & exploring new channel partners.
- Managing internal and external interfaces.
- Liaising with suppliers to check the progress of existing orders.
- Follow up for payments.
- Generating Business from ISRO (SAC,MCF,ISTRAC,SHAR), DRDO (LRDE,DARE,CABS,RCI,ASL) labs, BEL,HAL.

TECHNICAL SKILLS

- MS-Office: MS-Word, MS-Excel, MS-Power point.
- Project Libre, TCSION.
- C, C++, Embedded systems.

EDUCATION

Examination	Institution	University	Year	Percentage
MBA	PES University, Bangalore	PES university	2016	8.23 (CGPA)
B.E	BGSIT, Mandya	VTU	2014	71.25

STRENGTHS

- Analytical and Problem Solving Skills
- Business Acumen.
- Strong Distribution Management.
- Team handling capacity.
- Result Oriented.
- Tech Savvy.
- Business Development & Expansion.

INTERNSHIP DETAILS

- Worked at **Klicpic** as Market Research Analyst.
- Worked in the areas of Market Research, Brand Building, Marketing collaterals, Customer Acquisition and Customer Retention.
- Awarded as the best intern ever.

AREAS OF INTEREST

- A Sports freak who follows almost all sports.
- A motorcycle and automobile enthusiast.
- Reading Novels.

AWARDS AND ACHIEVEMENTS

- Received **Bahubalee** award for exceptional drive on Unique buyers for the month.
- Received **Respect Champion** award from Godfrey Phillips India Pvt Ltd for being the change in the organization.
- Recognized for exceptional contribution in making STELLAR a 25 Million Brand.
- Received **Pride winner** award at Bharti Airtel Ltd for achieving 160% of target in Q2 FY 2018-19
- Secured **71st Rank** in PG CET for MBA in year 2014.
- **Captained** the team to win the cricket tournament in MBA.
- Received **CNR Rao Merit Scholarship**, which is awarded to top 20% of the batch in MBA.
- Secured Runners up position of cricket tournament organized by CoreEL in 2018.

PERSONAL INFORMATION

- Date of Birth : 1stAugust1992
- Father's Name : Dr K Janakiram
- Languages : Kannada, English ,Hindi
- Address : #1874 SLV Comfort, Kumarswamy Layout Bangalore PB No:560078

DECLARATION

I hereby declare that the information furnished above is true to the best of my knowledge and belief.

Date:

Place:

(ASHISH K)