

CURRICULUM VITAE

SANDEEP DWIVEDI



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CAREER OBJECTIVE

To secure a dignified position and grow consistently with commitment and dedication towards my work and organization, thus taking my career and organization to the pinnacle of success.

WORK EXPERIENCE

Organization : Kamdhenu Limited (Paint Division)
Title : Territory Sales Officer
Duration : 15th Jan 2021 to currently working
Roles & Responsibilities

- To develop new dealer and distributors
- Pitch dealer monthly, Quarterly & yearly product schemes
- Monitoring competitors sales activities with an assigned territory
- Interacting with professional contractors engineers, real estate professionals, architect an engineer
- Arrange painter meet and shop meet to discuss painter monthly and yearly schemes

Organization : Berger Paints India Ltd
Title : Business Development Officer
Duration : 22th Jan 2020 to 05th Jan 2021
Roles& Responsibilities

- Handling Berger Express Painting Service and its Team
- To generate Demand at ground level activates and to improve Home Painting Business for Respective Region from CE's
- Designing, Launching and Redeeming Painter/Contractors Schemes
- Conceptualizing and Executing Promotion Activities through Painter and Dealer Meet to Improve Brand Awareness
- Building a Network of Architects, Engineers, Interior Designer, Project Manager, Good Painters and Contractors Who Can Promote the Brand

Organization : Ceasefire Industries Private Limited
Title : Asst Manager Business Development
Duration : 22 Jan 2018 To 15 Jan 2020
Roles & Responsibilities

- Cold calling to arrange meetings with potential customers to prospect for new business
- Looking after sales and marketing of the assigned territory
- Sales & Lead Generation of Company through Direct Sales & Promotion Understand need of customer and technical aspects of selling.
- Worked also as Client Relationship Manager(CRM)
- Handling Industrial as well as Direct Sale Division

ACADEMIC QUALIFICATIONS

COURSE /DEGREE	COLLEGE / UNIVERSITY	YEAR OF PASSING	AGGREGATE
PGDM (Marketing)	IIEBM, Indus Business School, Pune(MH)	2018	70%
Bachelor of Commerce (Applied Economics)	St. Aloysius College, Jabalpur(MP)	2016	65%
H.S.C	Maharishi Vidya Mandir Jabalpur(MP)	2013	64%
S.S.C.	Army Public School, Jabalpur(MP)	2011	6.4CGPA

COMPUTER SKILLS

MS Office (Excel, Word, Power Point)

SUMMER INTERNSHIP

Organization : Mapro Food Pvt. Ltd., Jabalpur (MP)
Title : "A Competitive landscape study for Brand Mapro in Non - Native Markets across various Categories and Analysis of its scope for business expansions in Jabalpur Area"
Duration : May 15, 2017 To July 15, 2017
Position : Marketing Intern
Roles & Responsibilities : To conduct Market survey of existing Mapro product
 To conduct a competitive intelligence study
 To find out the consumer perception about the product
 To make suggestions to improve awareness & availability of the product

WINTER INTERNSHIP

Organization : MAMTA FOUNDATION
Title : Welfare of HIV positive children and women
Duration : December 12, 2016 To December 31, 2016
Roles & Responsibilities : Conducted Education Vocational program for children
 Conducted Voluntary program, Diet program, Rehabilitation program for HIV +ve children
 Participated in awareness program about HIV and AIDs

INDUSTRIAL VISITS

- Jaypee cement, Rewa (MP)
- Indian Military Academy(IMA), Dehradun (UK)
- Reliance Cement Pvt Ltd, Satna (MP)
- Parle-G, Jabalpur (MP)
- Visited Bombay Stock Exchange(BSE),Mumbai (MH)
- Piaggio Vehicles Pvt Ltd, Baramati (MH)

EXTRA-CURRICULAR ACTIVITIES

- Participated in Outdoor Management Training (Trekking to Rajmachi Fort) Pune (MH) 2017
- Participated in ‘**Swachh Bharat Abhiyan**’ under Sare Jahan Se Acha Socio-Eco-Pol Foundation
- Attended seminar organized by Income Tax Department, Jabalpur(MP) in 2015
- Organized various programs like Blood Donation Campus programs for Rotary club of Jabalpur(MP)
- Coordinated and acted as a coordinator at ‘Nukkad Natak’ in Jabalpur organized by an NGO
- Participated in ‘Hindi Debate’ organized by Army School No 2, Jabalpur (MP) in 2008

ACHIEVEMENTS

- Have been awarded first position twice in Accounting Quiz in 2015
- College Vice president ABVP during graduation
- Participated in inter- school dance competition in 2011
- Won kho-kho match at school level in 2008

STRENGTHS

- Self-Confident
- Networking Skill
- Task Oriented

PERSONAL PROFILE

Language Known	: English, Hindi
Date of Birth	: December 21, 1994
Gender	: Male
Nationality	: Indian
Marital Status	: Single
Permanent Address	: 1859,Jogani Nagar Rampur Jabalpur 482001
LinkedIn Profile	: www.linkedin.com/in/sandeepd7181

DECLARATION

I do hereby declare that the above stated information is correct and verified till date.

Date:

Place: Jabalpur (MP)

Sandeep Dwivedi