



Neeraj Sisodiya

Details

Add Sehore

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Skills

Ability to Work Under Pressure

Team Player

Languages

Hindi

English

Profile

Top-performing sales, market share and market penetration. marketing and business initiatives to support corporate objectives. Particularly strong relationship management, team building, and general business acumen; verifiable track record of success driving unprecedented revenue and profitability gains within highly competitive organizations, industries and markets. Ambitious, aggressive, and intensely focused on bottom-line results.

Employment History

Area Sales Executive, Britannia Industry Ltd. , Amritsar

AUGUST 2022 – PRESENT

- Executing sales plans to achieve defined secondary sales targets in Rural Markets
- Providing guidance, support, and training to sales team members (off role) to assist distributor sales teams to penetrate deeper pockets within the assigned area.
- Creating and maintaining adherence to PJPs
- Ensure adequate service levels to sub stockists customers and build business in existing and new outlets.
- Monitoring and analyzing sales performance, and providing regular reports on sales activity and performance on respective team members.
- Collect and report market intelligence on competitor activities like new launches, product visibility etc.
- Collaborating with other teams and departments to ensure the delivery of high-quality products and services to customers.
- Address customer complaints through timely action as per prescribed Standard Operating Procedures (SOP)
- Timely reporting to all concerned stakeholders as per prescribed formats.

Channel Sales Manager, Reliance Jio Infocom Ltd., Hoshangabad

OCTOBER 2021 – MARCH 2022

- Responsible for SIM Activations at retail outlets as per targets
- Drive Revenue Market Share by increasing retail width and product availability
- Manage productivity of Channel partners & FSE
- Train and ensure required FSE with distributors
- Ensure distributors / retailers maintain adequate stocks
- Strengthen distribution by increasing Recharge Selling Outlets, SIM Selling Outlets
- Drive basic distribution parameters - ROI of distributors & Retailers
- Propose requirements to push for better visibility in the territory

Senior Territory Sales Executive , Vodafone Idea Ltd, Sehore

MARCH 2015 – OCTOBER 2021

- Deliver sales target for all products (voice-prepaid, data, VAS.
- Monitor quality of acquisition through the distribution channels.
- Competition Tracking & reporting – schemes & programs.
- Ensure availability of stock at retail while adhering to the norms

Education

Bachelor of arts, Mahatma Gandhi Chitrakut Gramoday University, Sehore

JUNE 2017 – APRIL 2020