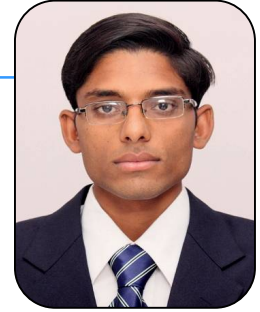


# CURRICULAM VITAE

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## SANDIP KRUSHNARAO DOD

713, Swami Samarth CHS, 7th Floor, Survey no 110, Maharshi Karve Nagar,  
Marathon, Opp. Kanjurmarg railway Station, Kanjurmarg East, Mumbai - 42  
☎ +918108333150, [sandipk.002@gmail.com](mailto:sandipk.002@gmail.com)



### CAREER OBJECTIVE:

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To work for an organization, which would help me attain the goals and objectives, so that I can learn and grow simultaneously with the organization.

### EDUCATIONAL QUALIFICATIONS:

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Professional Qualification: MMS Marketing, Mumbai University in 2009-2011.  
Basic Qualification: B.Sc (PHY, CHE, MATHS) from Amravati University in 2006-08.

### WORK EXPERIENCE:

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Name : Prince Corp Pvt Ltd.  
Designation : Sr. Sales Executive  
Experience : 4+years. (08 Sept 2015 to Till Date)  
Job Profile : Achieving sales and collection objectives in the assigned territory.  
Network expansion and connection.  
Achieving the market share objectives.  
Explain new and regular product, offer and policies to dealer.  
Maintain & develop relations with Dealers.  
Appoint & Manage dealers to achieve business growth.

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Name : Greenply Industries Ltd.  
Designation : Sr. Executive Sales  
Experience : 1 Year 2 Months. (AUG 2014 to Sept 2015)  
Job Profile : To Handle Trade Channel -Dealer.  
New Site Scan, Project visit for new Sale.  
To meet Carpenter, Contractor, Interior Designer,  
Tracking Call of potential of Dealers  
Conduct Carpenter Meet at Dealer Point and Umbrella at Market.  
To Achieve Secondary Target.

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Name : Marlex Appliances Pvt. Ltd. (Kitchen Appliances)  
Designation : Sales Officer  
Experience : 1Year (Sept 2013 to AUG 2014)  
Job Profile : To Acquire New Distributor In The Specified Region/Market.  
- To Handle Existing and Build new Dealers & Distributors.  
- Looking after primary as well as secondary sales.

- To Achieve Sales and collection Target.
- To Monitoring the performance of Frontlines

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Name : OXi-MS Pvt. Ltd.(Money Transfer & Utility Bill Payment)

Designation : Sales Executive

Experience : 2 Years, 5 Months. (May2011 to Sept2013)

Job Profile : To Acquire New Franchisee In The Specified Region/Market.

- Professionally and effectively employs sales skills to achieve targeted sales
- To Monitor Franchisees Business & Revenue & Help Them To Increase Revenue.
- To Arrange Meeting with Potential customer to Prospects for New Business
- To Create & Maintain Excellent Relationship With Franchisees.
- To Monitor & Guide to Customer Care Executive, Pick-Ups Exe's& Office Staff.
- To Provide Training To The Newly Appointed & Other Franchisee.

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Name : **Sandeep Trading Company. (Akola)**

Designation : Sales&Merchandiser (FMCG Products)

Experience : 3 Years, 3 Months. (Nov2005 to Feb2009)

Job Profile : To Visit All Retailer According to Daily Rout Plane.

- To Achieve Given Target,
- To Positively Explain Product & New Product Detail To The Retailer.
- To Create The Window Display in Retailer Shop to promote company Product.
- To Maintain Visibility of All Products So Customer Get Attracted.

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## PROJECTS:

**Winter Project:** "Comparative Study and Analysis of Detergent"

Study on the detergent market and various factor affecting to consumer to choose the detergent

**Summer Project:** Viraj Profile Ltd(May-July\_10). "Pricing Strategy & New Product Development".

Work on factor affecting on pricing of new product.

**Live Project: 1)** With Big Bazaar, Thane on UNDERSTANDING RETAIL STORE

OPERATIONS during SabseSaste 5 Din in January 2010. (To Learn Retail Store Operation, Internal Supply Of Product In Crowd From Store Room, Customer Behavior & Loyalty, Knowledge Of Various Brands & Products On One Platform.)

2) With West Zone Big Bazaar, Kalyan on MAHA BACHAT , in August 2010. (Understand How Discounts & Offers/Promotions Makes Profitability And Customer Perception Towards Promotions.)

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## EXTRA CURRICULAR ACTIVITIES :

- Active participation in different committee of Program & Seminar organized by college.
- Attain many seminars on various topics inside and outside the campus like
  - ✓ R. GopalKrushnan's (MD Tata Son) On "Learning What Is Not Taught In B-School",
  - ✓ PralhadKakkar's on "Advertising",
  - ✓ Rushikumar Pandya's On "Importance of Effective Communication In Professional Life",
  - Dabbewala's on "6 Sigma Achievements" & Network Marketing Seminar.
- Did a Survey of Kissan Product with other Competitors brands products.

- Visited corporate office in Mumbai to collect information about Indian economy, current market scenario and its effects to different industry.

#### **AWARDS & ACHIEVEMENTS:**

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- Participate EVOKE 2009 (B-School Management Festival) SKIT

#### **COMPUTER KNOWLEDGE:**

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- Completed Certificate course of MS-CIT in OCT 2008.
- Completed Certificate Basic course in D.T.P (PageMaker) in 2005.
- Having Knowledge of Corel Draw, Photoshop and Basic Computer

#### **STRENGTH:**

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Learning Attitude, Decision Making Ability, Ability to Work under Pressure, Good Sense Of Humor, Hard Work, Interpersonal Relationship Skill, ability to Create New Solutions for Situations.

#### **WEAKNESS:**

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Think More In Critical Condition, Believe & Faith People.

#### **HOBBIES & INTEREST:**

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Reading, To Solve Exercise & Problem,

#### **PERSONAL DETAILS:**

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DATE OF BIRTH : 2 August 1987

LANGUAGES KNOWN : Marathi, Hindi, and English

PERMENT ADDRESS : AyodhyaNager, Balapur Road, Near Cannol, Old City, Akola-444002.

#### **REFERENCES:**

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Personal references will be gladly furnished on request. I hear by declare that all information furnished in this application is true and Complete. If required I can show the entire document.

Date:

Place: Mumbai

(Sandip Krushnarao Dod)