

RESUME

PANKAJ V. GHULE

Harshada Enclave Bldg. A,

Flat No. 2, Samta Nagar, New Sangvi,

Email Id:- pankajghule79@gmail.com

Pune_27.

Contact Number: - 9075092011

OBJECTIVES: -

To carve out a niche for myself in the corporate world where my skill & knowledge would contribute to the growth of the organisation & can lead to success in the vision.

Experience: -

More than 5 years' experience in the field of Sales & Marketing in the consumer products for Accessories & Auto Refinish Market (Looking in entire South Zone, Maharashtra & MP).

❖ **JOPASU SYSTEMS PRIVATE LIMITED, PUNE**

❖ **Designation: - State Head**

❖ **Date of Joining: - 01 July 2018 To till Date.**

ROLES & RESPONSIBILITIES: -

- Manage the Sales team for sales growth revenue enhancement conduct market research to understand competitors and market trends.
- Provide innovative ideas and suggestions to improve the market presence.
- Buyer and Seller or Distributor and Dealer relationship maintenance, other product market value analysis and end user customer product feedback.
- Develop Sales and Marketing strategies to drive sales growth in the assigned area.
- Conduct business plan review meetings with sales team.
- Develop creative promotional activities to attract more customers.
- Develop performance improvement plan for sales team to meet performance goal.

ACHIEVMENTS: -

- Team sales target achieved in 2018_19, 2019_20 & 2020_21

- First Export order done by me in 2019_20. This was first order for Jopasu Systems Private Limited after 25 years.
- Best Employee Awards in Jopasu Systems Private Limited 2019_20
- Appointed 17 distributors in the designated area in 2019_20 & 2020_21.

Experience: -

- ❖ **Company Name: - A & O CAR CARE**
- ❖ **Designation: - Online Sales Coordinator**
- ❖ **Date of Joining: - 01st January 2016 to 30th June 2018.**

Roles & Responsibilities: -

- Listing, Updating & Uploading the product data / Specifications / Images on market place such as Amazon, Snapdeal, Flipkart, Paytm Ebay & Company website.
- Coordinating the sales team for new seasons sales order. And run promotional deal on the ecommerce portal.
- Preparing monthly MIS for sales, receivables and inventory of stock.
- Responsible for reviewing and submitting sales invoices, copy of packaging slip and dispatched details to the accounts departments.
- Accountable for e- commerce backend operations across India starting from Order processing, Returns, Payment reconciliation, Courier co-ordination, inventory management, packaging till shipment.
- Apply the search engine optimization for product visibility on e-commerce portal
- Tracking inventory of stock and allocating at client's warehouse as per the purchase order across India.
- Target achieved in 2016_17 & 2017_18.

ACHIEVMENTS: -

- Three distributors have appointed as a authorises distributor on e-commerce portal **in 2016_17.**
- Cloudbtail is one of the biggest seller on Amazon portal which was appointed in 2017_18.

KEY SKILLS:-

- Business Development, Sales and marketing development
- Distributor and dealer management, Marketing communication & Skills
- Technical and customer management skill.

Experience: -

- ❖ **Company Name: - WIPRO BPO LTD.**
Rajiv Gandhi InfoTech Park. Hinjewadi, Pune_56
- ❖ **Designation: - Sr. Associate**
- ❖ **Date of Joining: - 15th April 2011 to 02nd May 2015.**

Roles & Responsibilities: -

- Allocating the work to the Associates and send a reconciliation report to the client on daily basis. And maintaining the allocation sheet.
- Support team with new updates and coach and train them.
- David and Henderson was Canadian banking and finance process. It was creating the cheque designing for their customer.
- Audit the specific number of orders of the agents on daily basis.
- Initiative taken by working in extra shifts during backlogs.

Experience: -

- ❖ **Company Name: - WNS GLOBAL SERVICES PVT. LTD.**
- ❖ **Designation: - Customer Service Associate**
- ❖ **Date of Joining: - 04th March 2010 to 13th April 2011**

Roles & Responsibilities: - Revenue Accounting Team

- Work allocation and maintaining the allocation sheet.
- Update the staff regarding various activities that keep happening in WNS.

Experience: -

- ❖ **Company Name: - IBM DAKSH BPO SERVICE PVT. LTD.**
- ❖ **Designation: - Customer Care Support**
- ❖ **Date of Joining: - 01st December 2007 to 03rd August 2009.**

Experience: -

- ❖ **Organisation Name: - MAHILA UTKARSHA PRATISHTAN**
- ❖ **DESIGNATION: - Asst. Teacher**
- ❖ **Date of Joining: - 01st July 2001 to 30th April 2007.**

Education Qualification: -

Education	University	Year	Percentage
Bachelors of Physical Education	Amravati University	2004-05	63.50%
Bachelors of Arts in English Literature	Amravati University	1999-2000	52.00%
H.S.C.	Amravati Board	1995-96	51.83%
S.S.C.	Amravati Board	1993-94	58.42%

Personal Details:-

Name	Mr. Pankaj Vitthalrao Ghule
Date of Birth	3 rd June 1978
Permanent Address	At Post. Vilegaon Tal: - Karanja (Lad) Dist. : - Washim- 444110 Maharashtra
Current Address	Mr. Pankaj V. Ghule Harshada Enclave Bldg "A" flat no. 2 Samta Nagar New Sangvi Pune_27
Gender	Male
Marital Status	Married
Languages Known	Marathi, Hindi, English

Declaration: I declare that the above facts given by me are true to the best of my knowledge and belief.

Place: Pune

Signature

Date :-

Pankaj V. Ghule

