

## **PUSHPENDRA SINGH SHEKHAWAT**

99, Narsingh Vihar, Gokulpura , kalwad Road, Jhotwara, Jaipur (302012)

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### **OBJECTIVE:-**

Seeking a challenging position in a reputed organization which provides opportunities for professional growth and advancement, and utilize the experience acquired in becoming a valuable team member.

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### **PROFILE:-**

- Self motivated, hard working and goal-oriented with a high degree of flexibility, creativity, resourcefulness, commitment and optimism.
  - Result oriented individual with strong analytical and interpersonal skills and a quick learner with high levels of adaptability and ability to take initiative.
  - An effective team player with exceptional planning and execution skills coupled with a systematic approach and quick adaptability.
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### **WORK EXPERIENCE :-**

**Company Name:** Nippon Paint (India) Pvt. Ltd (Jodhpur) {April-2019 to Present}

**Designation:** Senior Sales Officer.

#### **Job Responsibility:**

- Presently working with Nippon Paint India (Pvt) Ltd. As Sr Sales officer my assigned territory is **NAGAUR** District.
- Maintain and strengthen the portfolio of dealers as well as accountable for channel sales.
- Responsible for achieving volume & value sales target of products across categories, outlets, geographies & towns.
- Identify new sales and marketing opportunities through constant market mapping activity.
- To provide market intelligence, monitor competitor activities and awareness on the competitor's strengths and weakness.
- Working on marketing activities for brand building through various painter meets & key products promotion.
- Handling key account dealers like Club Nippon, Challenger Club & Rising star with control over outstanding and ensuring payment on time.
- Driving sales initiatives to achieve business goals & managing secondary sales to achieve them.
- Lead generation and maintain cordial relationship with customers to sustain the profitability of business.
- Implementing and monitoring optimum utilization of trade marketing and end users marketing inputs (Schemes, trade scheme, market development funds etc.).

**Company Name: Berger Paints India Ltd (Udaipur) {December-2016 to 31 March 2019}**  
**Designation: Business Development Officer.**

**Job Responsibility:**

- Design new product launch strategy for the brands & ensure 100% target achievement.
- Generating business through various promotional activities.
- Work to improve business hygiene & sales team training on selling skills & product knowledge.
- Build and maintain relation with print, outdoor and other media.
- New product placement and promotion on dealer counters.
- Drafting schemes for applicators and Distributors to push sell out.
- Follow-up with Interior Decorators / Architects for their client's requirement.
- Provide secondary sales (After sales) support to the dealers to help them grow.
- Setting targets for team associates planning day to day business from them.
- Training of Contractors & Painters to keep them updated with latest tools, Products & schemes.
- Doing inventory management to avail the stock for achieving the business goals.
- To promote all the product range of the company at the dealer counter.
- Generate extra business through building relationship with Architect, Interior Decorator, Builders, & competitor contractors.

**Company Name: Asian Paints Ezy-Colour Home Solutions (Jaipur) {September-2015 to November-2016}**

**Designation: Sales Associate**

**Job Responsibility:**

- Generating leads through various sales and promotional activities.
  - Conducting various sales & promotional activities like kanopee operation, Stall operation in fairs and pamphlets distribution.
  - Building and managing relationships with customers to leverage them to get referrals.
  - Identifying prospects and pursuing them for final sales closure.
  - Strive to achieve given sales objectives and targets.
  - Conducting competition analysis.
  - Managing and leading team to get sales objectives achieved.
  - Managing activities pertaining to generating sales and revenue.
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## **EDUCATIONAL CREDENTIALS:-**

<b>Degree</b>	<b>Year</b>	<b>Institute</b>	<b>Percentage Obtained</b>
MBA	2013-2015	R.A. Podar Institute Of Management, Jaipur	52.8%
BBA	2010-2013	University Commerce College, Rajasthan University, Jaipur	60.61%
XII (CBSE)	2010	Shri Bhawani Niketan School, Jaipur	65%
X (RBSE)	2008	Bright Birds Senior Secondary School, Jaipur	50%

## **SUMMER INTERNSHIP PROJECT:-**

**Company:** IDBI Federal Life Insurance Co. Ltd.

**Duration:** 45 Days (1<sup>st</sup> July to 15<sup>th</sup> AUG 2014).

**Work** : To do survey and to promote their product in rural area.

**Learning:** During summer internship program, learn to interact with customer and their needs And the requirement of insurance along with the insurance sector knowledge got an experience to deal with people in real market situation.

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## **EXTRA CURRILCULAR ACCOLADES:-**

Participated in sports talent contest and qualified 100mtrs, shot-put.

Participated in table tennis tournament held in our college.

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## **HOBBIES:-**

Playing chess, badminton, cooking.

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## **Additional Information:-**

**Languages Known:** English, Hindi, Local Language.

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## **PERSONEL INFORMATION:-**

**Name:** Pushpendra Singh Shekhawat

**Father's Name:** Mr. Kayam Singh Shekhawat

**Mother's Name:** Mrs. Saroj Kanwar

**Date of Birth:** 29/01/1994

**Permanent Address:** D-80A, Prem Nagar, Jhotwara, Jaipur (302012)