

Resume

Bhushan Gujarathi

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Objectives

To Sincerely contribute my Knowledge & Work Experience to the Growth of the Organization. If Give A Chance, I Would Make Best of it & Efforts Would to Uphold the Tradition of the Organization & Excel in The Job

Education/Qualification

MBA In Marketing From J.S.P.M Collage of Management, Pune in the Academic Year 2006
Affiliated to Pune University, Grade – First Class

B.C OM From A.S.C Collage, Chopda in the Academic Year 2004 Affiliated to North Maharashtra University, Jalgaon, Grade- Second Class

HSC From A.S.C Collage, Chopda in the Academic Year 2001 From North Maharashtra University, Jalgaon, Grade – Second Class

SSC From P.V.M School in the academic Year 1999 From Nashik Board Examination
Grade---- Second Class

Professional Work Experience

1) Naargo Industries Pvt Ltd (Tormac Pumps)

Job Designation/Post --- Area Incharge --- Sales & Marketing

Duration---- From -1.1.2019 To 30.6.2020

Area Handling – Pune, Ahmednagar, Nashik, Aurangabad, Jalna, Beed, Osmanabad, Latur, Jalgaon, Dhule, Nandurbar

Key Deliverables/Responsibilities ---

- Handling Team of Executives in Above Territory Area & Handling Pune Branch Activity
- Take Monthly Scheme Approval from GM Sir (Domestic Pumps, Open well Submersible Pumps & Cable, V4 Pumps ,V6 Borewell Pumps & any other special scheme as per dealer requirement)
- Every Month Visit with Executive in their Territory Area & Discuss with Dealer Regarding New Order & Pending Replacement & Pending Service claim & New Product Requirement
- Discuss with All Dealers which support Required for Increase the Sales & Also Explain the TOD scheme & Monthly Scheme Benefit

- Coordinate with service engineers for Pending Replacement Pumps & Pending Service claim & Required New service Center in Existing Dealer Network Area
- Motivate & Help All Executive for Increase the sales & Appointment of New Dealer Network in Vacant Area
- Discuss with Dealers & Executive for Monthly Material planning & Prepare in Excel & send to Head office
- Follow up with Head office for Monthly Material Required in Branch
- More Concentrate on Domestic Pumps Product Range
- In Every Visit to Dealers Counter Explaining & Promoting All Product Range
- Follow up for Outstanding Payments & Discuss Regarding New requirements
- Retain & Upgrade Existing Dealer in to Next slab (Increase sales compare with last year)
- Every Month inform to Dealer Till date Achievement & Required Sales till March for TOD Achievement
- Coordinate with Service Engineers for Promotion Activity like Mechanic Meet, Canopy Activity, plan for Sites Visit as per Dealers complaint, Planning for Mechanic Training Program in Dealer shop
- Coordinate with Accountant for pending Cash discount, Pending Monthly Scheme & Service Claim & others As Per Policy

2)Crompton Greaves consumer electricals Ltd (Pumps Division)

Job Designation/Post --- Territory Sales Manager

Duration ---From --- 23.1.2017 To 31.10.18

Area Handling – Mumbai & Kokan Area (Raigad, Ratnagiri, Sindhudurg Area)

Key Deliverables/Responsibilities ---

- Deliver Primary Sales through the Dealers & Distributors
- Deliver Trade sales As per the Trade Schemes
- Ensure Secondary sales through Sub-Dealers & Retailers
- Develop & Empanel Dealers To Increase the Market Penetration
- Ensure Distribution & Availability of Material in the focus Markets
- Discuss with Dealers & Distributors & Retailers of Pending Replacement pumps
- Plan & Forecast sales Figures Monthly & Quarterly
- Maintain the Good Relationship with Dealers & Distributors & Retailers in the Market
- Settlement of Dealer & Distributors Pending Claim as per scheme (RDP Scheme)
- Focus on secondary Market Meet Retailers & Explain the RDP Scheme & Incentive Benefit & Gifts
- Achievement of Dealers & Distributors Primary Sales Target
- Explain the Scheme to Dealers & Distributors Monthly benefit & Quarterly Benefit after Achievement
- More Focused on Domestic Product Range market
- Increase the Dealer & Distributors & Retailers Network in Given Territory

3) Shakti Pumps India Ltd (Pumps Division)

Job Designation/Post --- Area sales Manager

Duration---- From -- 24.6.2013 To 14.1.2017

Area Handling –Ahemadnagar, Jalna, Jalgaon,Dhule,Nandurbar,Aurangabad,Nashik

Key Deliverables/Responsibilities ---

- Delivery Primary Sales Through Dealers
- Appointment of New Dealers In Given Territory market
- Explain the Monthly & Quarterly Scheme to Dealers As per Policy
- Visit Mechanic/Plumbers & Explain the Product Range & benefit/ Incentive Of Selling Product Range through Dealers
- Discuss with Dealers Regarding Requirement of Pending Repairing Pumps & Required Any Service Parts/Spares Coordinating with service Engineers
- Maintain the Good Relationship with Dealers & Mechanic & Retailers in the Market
- Promotion Of All Product Range in All Market
- Doing Canopy Activity in Market for existing Dealers For Promotion of Product Range
- Doing Chopal Activity with Farmers in Villages & Mechanic meet in Dealer shop
- Doing Product Demo in Customer Sites (Open well, V6 & V4 Pumps performance to Farmers)
- Provide the Market Inputs & Competitors Movement & Market strategies
- Handle the TOC Concept in Market Appointment of Distributors & Retailers Networks under Distributors For all Product Range

4) Infocom Network Ltd

Job Designation/Post ----Business Development Executive

Duration ----From -- 1 11.2011 To 30.5.2013

Area Handling –Mumbai & Navi Mumbai

Key Deliverables/Responsibilities ---

- Responsibilities of New clients Acquisition in Assigned Area
- Building Good relationship with Existing & New Clients in Market
- Increase the Sales Volumes in Given Territory Area & Achieve the Monthly Target
- Explain The Online Promotion of Product & services
- Explain The Offline Promotion as well as Online Promotion To Small Industries/Traders & Service Industry
- Explain the Trade Fair Information to Industries for their Advertisement in Yellow Pages book & Google Sites Key words Promotion as per industries
- Selling Online CatLog & Websites Promotion in Google & other Industries Related sites
- Retain & Upgrade The existing Client for more online & offline Promotion

5) Tata Tele Services Maharashtra Ltd (Payroll By Global Insource Pvt Ltd)

Job Designation/Post --- Sales Executive

Duration---- From - 1.5.2009 To 31.10.2011

Area Handling –Mumbai & Navi Mumbai

Key Deliverables/Responsibilities ---

- Handling Channel Sales with existing channel Partner
- Increase the Sales volume & Revenue from Existing channel Partner
- Appointment of New channel Partner for Product Like –ISDN PRI TELEPHONE LINE, Leased Line, Broadband Internet Line,& Data Card, Toll Free Hunting Number, Audio Conference system to big Corporate Company)
- Find out New EPBEX Selling Vendor & Appointment as a Channel Partner for selling Above Product
- Visit All Enterprises & Industries & Explain All Product Range of Telephone & Internet service
- Take the order & Login the order & Follow up for Installation of Telephone line & Internet Leased Line
- Retain Existing Client & Sales More Product Range (Telephone & Internet Line for their office) Coordinate with Engineer & solve the Existing Client complain Regarding Telephone & Internet Line
- Doing Cold calling in small & Big Enterprise for selling Telephone & Internet Solution

6) Reliance Communication Ltd (Payroll By Reliance HR Service Pvt Ltd)

Job Designation/Post Sales Executive

Duration ----From -- 1 5.2006 To 30.3.2009

Area Handling –Mumbai & Navi Mumbai

Key Deliverables/Responsibilities ---

- Responsible for the Selling Voice data connection solution to house hold Customer & small Enterprises
- Selling Broadband Internet Line & landline Line connection to SME Organisation
- Doing the cold calling in House hold customer & SME Organisation
- Create & Generate the New Client through Cold calling in Given Territory Market
- Coordinate with Service Engineers & Solve the Customer Problem of Telephone & Internet Connection
- Increase the Sales Volume through Hard core sales calls calling in given territory

Summer Project Under Taken --- Tata Communication Ltd (MBA Marketing)

Job Designation/Post --- Market Research Trainee

Duration---- From – 2 Months

Area Handling –Pune Area

Key Deliverables/Responsibilities ---

- Responsible for Doing Market research in Pune Area for Broadband Internet Service Providers
- Doing Marketing Campaigns in Hosue Hold Customer & SME Industries of Broadband Internet Connection
- Create New Customer Base Through Cold calling
- Meet Existing Customer & Retain Existing Customer in Given Territory
- Doing Canopy Activity For Broadband Internet Promotion in House Hold Customer & SME Industries

Computer Skills

- MS-office (Word, Excel, PowerPoint)
- Expertise in Microsoft Office tools & Internet Application

Personal Details

- Date of Birth ---- 9/10/1983
- Residential Permanent Address :- Gujarathi lane, Chopda Taluka- Chopda, Dist- Jalgaon
- Current Address:- Near Noble Hospital, Magarpatta, Hadapsar
- Languages known – English, Hindi, Marathi, Gujarathi
- Material status – Single (Not Married)
- Nationality – Indian