

# Shivam Chourasiya

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## CAREER OBJECTIVE

A highly experienced professional having diverse experience in the corporate world who is looking for senior level managerial assignment in Sales & Marketing in a dynamic organization.

## TOTAL EXPERIENCE - 10 YEARS

### WORK EXPERIENCE

Organization : **CEAT LIMITED**  
Designation : TLD ( Asst. Manager )  
Duration : 31<sup>st</sup> Oct. – 22 To Till Date.  
Reporting to : General Manager and Regional Manager  
Description : Handling Distribution Management ( Primary and secondary sales) of Ceat.  
To drive DSE Tertiary sale.  
Business analysis, Strategy making and Competitor analysis.  
Sales planning and forecasting.  
Market analysis and report making.  
Appointed new SD and Distributors District wise.  
Handling District ( Jabalpur, Damoh, Seoni, Chhindwara, Balaghat, Narsinghpur, Mandla, Shahdol & Anuppur).

Organization : **KENT RO Systems LTD.**  
Designation : ASM ( Area Sales Manager )  
Duration : Mar. - 22 To Oct. – 2022.  
Reporting to : General Manager and Regional Manager  
Description : Handling Channel Sales and Distribution Management ( Primary and secondary sales) of Kent.  
To drive GL and ISP Tertiary sale.  
Business analysis, Strategy making and Competitor analysis.  
Sales planning and forecasting.  
Market analysis and report making.  
Appointed new DSD and Distributors District wise.  
Appointed authorized service center in different location for best service.  
Handling District ( Jabalpur, Damoh, Seoni, Mandla, Katni, Umaria, Shahdol & Anuppur).

Organization : **LG Electronics India Pvt. Ltd.**  
Designation : SO (Sales Officer)  
Duration : Mar. -19 To Mar. - 2022  
Reporting to : Branch Manager and Area Sales Manager

Description : Handled Channel Sales and Distribution with annual Revenue of 16 Cr.  
Meeting the sales targets for Consumer Electronics and Home Appliances.  
A check on distributors and dealers for sale of products and proper following of schemes Implementing company Sales and Marketing strategies.  
Promoting Sales Promotion activities.  
District (Jabalpur, Damoh, Seoni & Narsinghpur)

Organization : **LG Electronics India Pvt. Ltd.**

Designation : DSO (Distribution Sales Officer)

Duration : Sep. 2016 To Sep. 2018

Reporting to : Branch Manager & Area Sales Manager

Description : Handled Channel Sales and Distribution with annual Revenue of 14 Cr.  
Meeting the sales targets for Consumer Electronics and Home Appliances.  
A check on distributors and dealers for sale of products and proper following of schemes.  
Implementing company Sales and Marketing strategies.  
Promoting Sales Promotion activities.  
District ( Narsinghpur, Balaghat & Chhindwara)

Organization : **Samsung India Electronics Pvt. Ltd.**

Designation : Store Sales Executive

Duration : Jul. - 2013 To Jan. - 2016

Reporting to : Team Leader & Area Sales Manager

Description : To attend direct costumers at shop.  
: Arrange activities at residential area to given proper product knowledge to costumers.

## ACADEMIC PROFILE

Year	University	Qualification
2013	A.C.S.T College (MCRP University) Bhopal (Madhya Pradesh)	BCA
2010	Hitkarini Higher Secondary school Jabalpur Madhya Pradesh Shiksha Mandal, Bhopal (Madhya Pradesh)	Higher Secondary
2008	Hitkarini Higher Secondary school Jabalpur Madhya Pradesh Shiksha Mandal, Bhopal (Madhya Pradesh)	High School

## PERSONAL SKILLS

- ✓ Profound in MS office (MS word, MS excels).
- ✓ Excellent knowledge of pivot table, V lookup.

## HOBBIES

- ✓ *Leisure*: Listening music, Net Surfing.
- ✓ *Sports*: Cricket, Swimming,

### ACHIVEMENTS

- ✓ Awarded as a **Best Performer in MP and CG DSO Division in year 2021.**
- ✓ Awarded as a **Best Performer On Pan India in DSO Division (CAV category) in year 2020.**
- ✓ Awarded as a **Best Performer On Pan India in DSO Division in year 2018.**

### PERSONAL VITAE

Date of Birth : 18.07.1992  
Father's Name : Mr. Mahesh Prasad Chourasiya  
Gender : Male  
Marital Status : Married  
Nationality : Indian  
Languages : English, Hindi (Reading, Writing, speaking)  
Permanent Address : H.NO. – 183 Behind Sharda Talkies Gorakhpur JABALPUR (M.P.)

