**BRIJESH**

**BRIJESH.371558@2freemail.com**

**CAREER OBJECTIVE.**

**Having 19 years of experience in the field of sales & Marketing of FMCGs & Beverages, I am looking for a challenging and reward full opportunity where I can apply my abilities and strengths which I acquired all through my career.**

**WORK EXPERIENCE:**

**2016 JUNE – TILL DATE**

**Started own business of car rentals under the name of PALLAVI TOURS & TRAVELS .**

**2007 NOVEMBER – 2016 FEBRUARY**

**DESIGNATION : territory development supervisor.**

**OMAN REFRESHMENT CO. (SAOG)**

**Company profile:**

**One of the leading distribution companies of the region, we are selling renowned brands of carbonated soft drinks viz. PEPSI, MOUNTAIN DEW, MIRINDA, 7UP, SHANI. TOP FRUITS brand juices. LIPTON ICE TEA,**

**Non alcoholic beverage BARIO and Tropicana FRUTZ.**

**My Role.**

**As TERRITORY DEVELOPMENT SUPERVISOR, I have been assigned to deal with all administration jobs relating to the branch.**

**To plan monthly sales and collection budgets.**

**Reduce competition in the market.**

**Negotiate with customer in terms of the agreement to create a win-win situation.**

**Assure the availability of stocks in the branch as well as in the outlets for the given region.**

**Supervising the merchandiser’s activities.**

**Keep a track on customers outstanding and collect it timely.**

**Keep a track of changing market trends.**

**2004 JANUARY – 2007 NOVEMBER .**

**DESIGNATION: Sales supervisor.**

**BHACKER SULEMAN JAFFER CO.**

**Company profile:**

**One of the leading trading companies of the region, we are selling renowned brands viz. Ahmed products from Pakistan, HP and L&P brands from U.K, Halwani products from Saudi Arabia, Al SAFA vegetable oil from Salalah, Perfumes from Belgium, Insect killers and Air fresheners from OIAFC. Also we are one of the leading suppliers of rice in Sultanate of Oman.**

**My Role.**

**As SALES SUPERVISOR, I have been assigned to deal with all administration jobs relating to the branch.**

**To plan monthly sales and collection budgets.**

**Negotiate with customer in terms of the agreement to create a win-win situation.**

**Assure the availability of stocks in the branch as well as in the outlets for the given region.**

**Supervise the merchandiser’s activities.**

**Keep a track on customers outstanding and collect it timely.**

**Keep a track of changing market trends.**

**2000 OCTOBER – 2004 JANUARY**

**DESIGNATION: ROUTE REPRESENTATIVE.**

**BHACKER SULEMAN JAFFER CO.**

**Company profile:**

**One of the leading trading companies of the region, we are selling renowned brands viz. Ahmed products from Pakistan, HP and L&P brands from U.K, Halwani products from Saudi Arabia, Al SAFA vegetable oil from Salalah, Perfumes from Belgium, Insect killers and Air freshener from OIAFC. Also we are one of the leading suppliers of rice in Sultanate of Oman.**

**Job profile**

**Achieving sales and collection target, keeping track of market outstanding, negotiating display contracts with the customers, ensuring proper merchandising in all the outlets in the designated areas.**

 **2000 APRIL – 2000 SEPTEMBER.**

**DESIGNATION : VAN SALESMAN.**

**MATRAH COLD STORES**

**Company profile:**

**One of the leading trading companies of the region, we are selling renowned brands from NESTLE like CERELAC in baby foods, MILO & NESQUICK in beverages, NESCAFE in coffee, KIT KAT, SMARTIES, MILKYBAR in chocolates , MAGGI in culinary, NIDO, KLIM, COFFEE MATE in dairy products.**

**Job profile**

**Achieving sales and collection target, keeping track of market outstanding, negotiating display contracts with the customers, ensuring proper merchandising in all the outlets in the designated areas.**

**EDUCATION.**

* **S.Y.B.Com from Siddharth College Of Commerce & Economics.**

**Training attended**

* **Effective selling skills.**
* **Time Management.**
* **Communication Skills.**
* **Presentation skills.**

 **PERSONAL DETAILS.**

**Date of birth : 6th February 1975.**

**Marital Status : Married**

**Sex : Male**

**Nationality : Indian**

**Driving License : Holding Omani driving license**

 **(Light Vehicle)**

**Languages Known.**

**Read & Write**

**English, Hindi , Marathi.**

**Spoken**

**English, Hindi, Marathi, Tulu & Arabic.**

**Skills & Strengths.**

**Computer literate (MS Office & Internet)**

**Hard working, Result oriented Honest and having strong interpersonal skills.**

**Flexible and willing to travel extensively.**

**Strong customer knowledge base to capitalize client systems and strategies and ability to acquire and qualify successful new customers.

Ability to plan and organize customer strategies and achieve customer control through client leadership.

Ability to motivate self and others through personal leadership.

Ability to manage business and financial operations and a thorough understanding of syndicated data and category management processes and practices.

Ability to work with forecasting of existing and new sales within demand planning process**