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**HIMANSHU**

E-mail ​**:-**​ himanshu-394534@2freemail.com



To work in a position where I will increase gains in profit performance, revenue growth and market share by using my expertise and skills in business management & entrepreneurial drive and also seeking challenging assignment in sales & marketing operation, business development and channel management in banking, telecom or consumer durable industry and fact.



**Core Competencies**

* + - Sales & service operations
		- Distribution / channel management
		- Team management
		- Computing skills

I. Entrepreneur - Ahmedabad (From 2017)

II. Pilot Sales Executive : north Gujarat composing of one district for 7 years.



**Roles and Responsibility :-**

* Drive sale initiatives & achieve desired targets with overall responsibility of ROI.
* Map and analyses business potential, identify new profitable product and product lines.
* Identify and explore new markets & top profitable business opportunities.
* Develop and sustain the existing network and effectively manage the supply chain.
* Expand the dealer infrastructure and appoint new partners in untapped markets.
* Evaluate performance & monitor distributor sales and marketing activities.
* Handle distribution and depot accounting.
* I know brand channel penetration in my covering all areas.
* Motivate, mentor, guide and monitor distributors to achieve goals.
* Impart training to new distributors and create awareness on product.
* Display the sales and marketing activities plan for front liners with target setting and reviewing measures.

**Sales Executive :-**​ Ahmedabad (India) Ltd for

* + years.

**Roles and Responsibility :-**

* Built relationship with distributors and monitor the network of stockiest.
* Increase the Nestle sales.
* To achieve the given target of sale.
* To make growth increase every month.
* To display the Nestle product in a creative way to increase the sales of respective Nestle product.



* B.Com from Gujarat University - India.
* Having good knowledge of M S Office.
* Good ability and skill to create awareness of respective product.
* W D S System
* Any desk





**Date of Birth :** 13/ Aug/ 1977

**Sex :** Male

**Marital Status :** Married

**Languages Known :** English, Hindi, Gujarati

**Hobbies :** Driving, Travelling, Reading

**Declaration:-**

I solemnly declare that the all the above information is correct to the best of my knowledge and belief.

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**Himanshu**