**Abhishek Pandey**

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*Seeking mid-level assignments in* ***Sales and Marketing*** *with an organization of high repute*

*Location Preference:* ***Indore, Gwalior, Bhopal (M.P.)***

 **SYNOPSIS**

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»Working as Asst.Manager Sales in Extramarks Education India Pvt Ltd, Indore since December 2017. Major KRA is to develop the business through counseling of students & their parents, school tie-ups, teacher liasoning, ATL-BTL Activities etc.

 »Worked with AAKASH Institute in Marketing department for 1 year. Under my KRA, Counseling, Liasoning, Sales of coaching class courses and business development through various marketing activities like, Seminars, ATL/BTL Activities, Promotional activities, road show etc comes.

» As Sr.AC Sales in AAkash Institute, dealt with various schools, teachers for liasoning and generating business.

» An independent professional with over 5.6 years of experience in Sales and Marketing: Last associated with “Zero Outdoor’s” as Branch Manger

» Holds an experience of independently running a company viz; “Money Booster” , Indore in the field of FMCG Sales

» Completed BCA

» Capabilities in implementing effective solutions to the customer’s needs with an aim to improve customer contentment and consequently customer loyalty

» Praised and awarded at different companies for achieving the targets and delivering utmost results

» An effective communicator with good relationship building & interpersonal skills

 **ENTREPRENEURIAL VENTURE**

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**Key Deliverables:**

» Responsible for performing planning, organizing, staffing, directing and controlling functions for the organization

» Led the team to achieve the organizational objectives and helped in the training and development of personnel

» Identified the target markets and focused on improving the business from the prospective and existing consumers

 **ORGANISATION SCAN**

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**Key Deliverables:**

» Took care of business development through sales of educational courses of Aakash Institute

» Met the teachers, School Management and have liasoning with them.

» Took care of the wedding planning and allied activities on behalf of the company, individually

» Met the clients, built rapport and developed a wedding plan with time frames

» Developed and suggested various wedding themes to the clients

» Communicated effectively with DJ and light providers

» Made venue reservations and travel arrangements if needed and ensured timely decoration of the venue

» Negotiated with caterers and other service providers on behalf of the client

» Travelled to different national locations to get the closure of the deal

» Take Care of All The sales & Promotion Activity.

» Making Venders for business Development.

» Personally Good care & maintaining for All new & existing Customer’s.

**Key Deliverables:**

» Developed division’s main objectives and sales targets

» Managed the structuring and closing of the deals with new customers

» Compiled and maintained comprehensive customer profile

» Produced daily, weekly and monthly activity reports and forecasts

» Monitored and supervised sales team of 20 personnel

» Followed up on opportunities uncovered by business development

» Implemented process improvements and best practices

 **ACHIEVEMENTS AND ACCOLADES**

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At Zero Outdoor

» Delivered 100% customer satisfaction results and ensured that the team achieves its target

At TATA Docomo

» Successfully attained the target

» Boasted with *Employee of the Month Award* for excellent work performance

With Hoopla Event’s

» In 2007 with mediatek & hoopla event I will manage “Indian Idol” Co Production in Gwalior As A coordinator

  **EDUCATION**

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2009 BCA from Apark Institute Gwalior

2004 12th from M.P. Board with First Division

2004 10th from M.P. Board with first Division

 **IT SKILLS**

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» Possesses sound knowledge of Windows, MS Office and Internet Applications

 **PREVIOUS ASSIGNMENTS**

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Previously working with AAKASH Institute since july 2016 for business development as Sr.AC Sales in Indore Branch

In Saksham outreach Pvt.ltd. Indore I M a Client coordinator cum operation manager and also take care of some part of “BD”. I m working with “Saksham” till May 2016

Rishikesh Outdoor Publicity as a Brand Manager In between April 2015 to till Date (in this Particular Designation I handle All The Branch Business Activity like sales, Business development , Preparing Quotation & Bill , Customer Interaction & Dealing , Staff management & many more things Regarding my Branch Profile.

TATA DOCOMO as a DSA Manager In Between Jan 2013 to march 2014 (In This Designation I Handel All 50 sales Person team those who sale the TATA tale Product like Postpaid Connections, Internet Dongles Etc.

Zero outdoor Publicity as a BDM In between Jan 2010 to September 2012 (In This Particular Designation I Handle All the Sales & territory Activities.

In Between 2005 to 2009 I m Working As A coordinator , As a team leader & Also as event manager With Several Event & Promotion Company like “Hoopla events , Fusion Event’s , Miracle’s Bhopal , Oasis Promotion , Pulse entertainment Gwalior etc.

 **PERSONAL DOSSIER**

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Date of Birth: 23rd Feb’84

Languages Known: English and Hindi

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