



H.NO- 296A, HOUSING BOARD,
SECTOR- 6, DHARUHERA,
DISTT. – REWARI
(HARYANA) – 123106



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DISTT.- ARWAL, BIHAR - 804419



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Name: Amit Vats

Age: 28

Sex: Male

Nationality: Indian

Marital Status: Unmarried

Languages: English, Hindi



Interactions with People,
Team Building & Traveling.



Watching Movies, Internet
Surfing, Traveling, Blogging

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Objective

To Attain a position that would help me to improve my abilities and offer unlimited possibilities for my personal growth and development. The job should also provide me a decent means of living and where the acquired skills will be utilized and further developed.

Academic record

- Completed PGDM from “IMS NOIDA” in 2014.
- B.B.A (CAM) from “D.A.V INSTITUTE OF MANAGEMENT”, Faridabad (MDU University) in JUNE-2011.
- 12th from “BAL VIDYA NIKETAN”, Jahanabad (CBSE Board) in March-2008.
- 10th from “SARASWATI SR. SEC. SCHOOL”, Narnaul (CBSE Board) in March-2006.

Work Experience:

I Have 1 Year 5 Month of Experience As a Sales Officer in “Haldiram’s Snack Pvt. Ltd.” From May 2014 To Oct. 2015.

I Have 1 Year 6 Month of Experience As a Business Development Executive In “TextNook Online Books Pvt. Ltd.” From Nov. 2015 To March 2017.

I am Working in “Laxmi Paints Industries” As a Area Sales Manager From April 2017 To Till Date.

LAXMI PAINTS INDUSTRIES.

Job Responsibilities:

- Responsible for interacting dealers & Distributors.
- New Dealer developments, expanding the network.
- Responsible for conducting promotional activities.
- Develop and manage effectively sales distribution network to meet business objectives.
- New dealer openings.
- Responsible for Make territory monitoring report every month including competitor’s activities.
- Analyze and compare sales plans with the last year base and implement appropriate sales activities to achieve targeted sales.
- Ensuring the SKU range availability at key outlets.
- Solve all the issue of dealer for making smooth business relation.

TEXTNOOK ONLINE BOOKS PVT. LTD.

Job Responsibilities Was:

- I used to Manage supply-side user (host) acquisition campaigns.
- I was responsible for Approach and convert potential sellers on the platform.
- I was responsible for Develop and test, new and existing acquisition channels.
- Create and manage new channels of revenue.
- I was responsible for create and implement online and offline strategies to expand market coverage.
- I used to conduct road shows, marketing events to help spread brand awareness and drive revenues.
- I used to conduct market research.
- I did some extra work there like used to get order from Admin panel, used to upload new product on website, used to change their price (manage website and their product), used to manage courier partner and used to manage customer.

HALDIRAM'S SNACKS PVT. LTD.

Job Responsibilities Was:

- I was responsible for managing the distributor strongly with a motive to enhance the sales volume and increase the market size.
- I used to motivate shopkeeper for sell our non-running product, Product promoting. Used to handle Customer complaint.
- I was responsible for submit weekly TMR report to company, Place order on the behalf of distributor, revenue generate through selling product.
- I was responsible for the on time achievement of sales target with continuous improvement.
- Achievement of secondary sales targets.
- I was responsible for Manage the primary and secondary sales of the identified stockiest in direct towns.
- Used to visit the retailers and distributors & handle the distribution effectively.
- I was responsible to understand competitor's sales strategy and so on.

Competencies

- Fast learner. Adapt well to changes and pressures in workplace.
- Work effectively with diverse groups of people.
- Friendly with an upbeat attitude.
- Ambitious, hardworking and committed to excellence.
- Committed to deadlines and schedules.

IT Skills

- MS Office
- MS Excel
- MS PowerPoint
- WordPress
- Search Engine Optimization
- Social Media Optimization
- Social Media Marketing
- Google Adword
- Google Analytics.

Declaration

I hereby declare that the information furnished above is true to the best of my knowledge.

Date:

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Place: