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| AKASH SHIVHARE |

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|  | **[Akashshivhare786@yahoo.com](mailto:Akashshivhare786@yahoo.com)**  **80851-01066**  **Gwalior, Madhya Pradesh** |

# Objective

A dynamic and ambitious sales professional with over rich experience in sales and marketing, working in telecom industry and ready to explore opportunities in the areas of Sales, marketing and product development.

# Education

## Graduate Diploma in Bachelor of Science | Jiwaji University Gwalior

2018 – 2021

# experience

## VBA|JIE LIAN Mobile India Pvt. Limited, Gwalior

## (JAN 2020 - JUNE 2021 )

* Promote brand from counter
* Increasing sales of mobile from retail counter
* Developing sales and give demonstration to the customer targets for store.
* Monitoring performance and motivate achieve their targets.
* Relationship Management with retailer.
* Achieving monthly sales target given by team leader.

TEAM LEADER I SBI CREDIT CARD ( QUESS CORP LIMITED ) Gwalior

( AUG 2019 - DEC 2019 )

* Managing 12 Members of Team In Gwalior City.
* Promote SBI Cards From Petrol Pump, Railway Station, Bus Stands, and Modern Trades Markets.
* Relationship Management With Customers.
* Monitoring Team Performance and motivating them for achieve Thier targets.
* Developing sales scales and give demonstration to the costumer and team for understanding products.
* Taking Morning and night Reporting from team with tagert Vs achievement.
* Achieving monthly sales target given RM.

## TEAM LEADER|KIRAN PHONES PVT LTD (XIAOMI MOBILE) Gwalior

## (APR 2019 - JULY 2019 )

* Promote XIOAMI brand from counter
* Increasing sales of XIAOMI mobile from retail counter
* Developing sales and give Targets to the buddy’s for store.
* Monitoring performance and motivate achieve their targets.
* Relationship Management with retailers.
* Achieving monthly sales target given by company.

## OEC | OPPO MOBILE M&C PVT.LTD. Gwalior

## (Jun 2018- Mar2019)

* Promote oppo brand from counter
* Increasing sales of oppo mobile from retail counter
* Developing sales and give demonstration to the customer targets for store
* Monitoring performance and motivate achieve their targets.
* Relationship Management with retailer.
* Achieving monthly sales target given by team leader.

## VBA| JIE LIAN Mobile India Pvt. Limited, Gwalior

## (Sep 2015- May 2018)

* Promote brand from counter
* Increasing sales of mobile from retail counter
* Developing sales and give demonstration to the customer targets for store.
* Monitoring performance and motivate achieve their targets.
* Relationship Management with retailer.
* Achieving monthly sales target given by team leader.

## SE | GIONEE MOBILE TRUST MARKETING

## (Aug 2014 – Aug 2015)

* Promote Brand from counter
* Increasing sales of mobile from retail counter
* Developing sales and give demonstration to the customer targets for store.
* Monitoring performance and motivate achieve their targets.
* Relationship Management with retailer.
* Achieving monthly sales target given by team leader.

## MSS| TECHSMART (MICROMAX MOBILE INDIA PVT. LTD.)

## (Jan 2014 - July 2014)

* Promote brand from counter
* Increasing sales of mobile from retail counter
* Developing sales and give demonstration to the customer targets for store.
* Monitoring performance and motivate achieve their targets.
* Relationship Management with retailer.
* Achieving monthly sales target given by team leader.

# ACHIEVEMENTS

* Achieved 1st Rank in Gwalior zone for bringing *outstanding Sales targets*.
* Awarded 1st Prize in target ka baadshah contest conducted in vivo mobile.
* Received *1st trophy and certificate for top sales person of the month*