**albert Anderson**

**S/O** **David Anderson, 28, Sector-1, Rohtak, Haryana.**

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**SALES EXECUTIVE**

**CAREER OBJECTIVE:**

To be an accomplishing professional in a progressive organization and contribute self towards organizational objectives and individual goal and improvise skills and attributes along with gaining knowledge and getting experience.

**PROFESSIONAL EXPERIENCE:**

**PREVIOUS COMPANY: KENT RO MARCH 10TH 2015– APRIL 25TH 2017**

**PRESENT COMPANY: BAJAJ FINANCE AS A FIELD SALES MANAGER.**

**JUNE20TH 2017- TILL DATE**

**JOB RESPONSIBILITIES:**

* Expert professional in business development, planning and executing business strategies, & developing new market channels and building strong relationship with sales managers, customers and industry leaders.

* Ensure products properly merchandised and providing pop material on time and supporting to trade like wall painting, banner, etc...
* Ensure proper Visual Merchandising at all the Store.
* To make healthy relation with existing dealer
* Territory Management, expansion & explain Scheme briefing to Dealers
* Reporting on competitors’ activities on sales promotions.
* Managing existing dealers and retailer to increase their business.
* Monitoring the performance of the franchisees on parameters like Transaction value, Loyalty program enrolment & redemption etc
* Vast experience with branding and introducing new products
* Visiting Outlets and train the designated Territory outlets, on products and selling techniques.

**OBJECTIVE STATEMENT:**

* Desire to join a fast paced growing firm that offers a constructive workplace to develop brand strategies. Initiate strategic alliances , promote new products, and interact with new clients in order to develop sustained business for the organization**.**

**CO- CURRICULAR ACTIVITIES IN PROFESSION:**

* Personal loan, Home loan, Bussiness Loan Etc….
* Handling Marketing activities, Location finalizing, indoor and outdoor marketing
* Handling Promotional offers.
* Arranging for festive themes etc..,

**KEY STRENGTH:**

* Self – assured and confident.
* Team Player with excellent relationship management & interpersonal skills.
* Strong analytical, reasoning, problem solving & organizational abilities.
* Passion for learning new things and keen eye for details.

**ACADEMIC CREDENTIALS:**

* Bachelor’s degree in Commerce (B.com) 81.65%

**TECHNICAL SKILLS:**

* Operating Systems known: Windows 10,8,7
* MS Office Tools - Word, PowerPoint, Excel Etc.…
* Internet and E-mail operations

**PERSONAL DETAILS:**

Gender : Male

Date of Birth : 01st JUNE 1994

Nationality : Indian

Marital Status : Single

Interests/ Hobbies : Listening to music, playing badminton, swimming

Languages Known : English, Kannada Hindi, and German

**DECLARATION:** **The under signed certified that the above statement is true best of my knowledge and believe a correct describe of my qualification, my experience and myself.**

**Place :**

**(ALBERT ANDERSON)**