

# [Aldkj college essay](https://assignbuster.com/aldkj-263-words-college-essay/)

HQ: GuwahatiHT: Assam9 years exp – largely worked in north eastGross adds – 5500 to 6000Market size – 35kActivating outlets – 1500Revenue KPIs – 5. 5 CrDIPU BARMANE-Mail: [email protected] Phone Nos.: +91-94351-09419, 0361-2558997Manager – Trade sales – GuwahatiLooking for assignments in Trade Sales with an organisation of repute. Professional Snapshot:< A competent sales professional with an indepth knowledge and experience of the DTH Market.< Presently working with Tata Sky Ltd.

as Manager Trade sales – Guwahati.< Excellent communication, interpersonal, analytical skills with strong organizational and team building abilities. Areas of Expertise: Distributor Management:< Monitoring Stock levels (both physical and virtual) at distributor end and planning reorders as per desired inventory level norms.< Monitoring Stock hygiene and also warehouse hygiene.

Dealer Network / Channel Management:< Interacting with all Area Sales Executive, dealers and trade partners on a regular basis and informing/ updating them on the various schemes that are floated from time to time.< Monitoring adequate availability of stock throughout the network and ensuring smooth replenishment of stocks as well as Point of Purchase (POP) materials.< Enhancing visibility at retail outlets to generate higher footfalls. Systems Adherence and Management:< Ensuring daily uploading of data into systems, whether for sales or for service.

< Also driving Web Recharge wherever connectivity is a non-issue. People Management:< Conducting weekly and monthly review meetings with Sales Incharge to look back at what has been done and what could have been done better. Organisational Experience: Since May’06 with Tata Sky Ltd.:(Incorporated in 2004, Tata Sky is an 80: 20 JV between TATA Sons and STAR (News Corporation). Tata Sky offers Indian viewers a world-class television viewing experience through its Satellite..

.