

Aldkj college essay



HQ: Guwahati HT: Assam 9 years exp – largely worked in north east  
Gross adds – 5500 to 6000  
Market size – 35k  
Activating outlets – 1500  
Revenue KPIs – 5.5 Cr  
DIPU BARMANE-Mail: [email protected] Phone Nos.: +91-94351-09419,  
0361-2558997  
Manager – Trade sales – Guwahati  
Looking 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..

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