

AJIT KUMAR PANDEY
Mussoorie woods apartment
Flat no - 501
Sahastradhara Road
Dehradun - Uttarakhand
MB-8077949207
E-mail ajitar35@gmail.com

Present Salary: 9.50 Lac
Present Location: Dehradun
Native Place: Ballia - Uttarpradesh
Experience: 15 Years 5 months
Age: 41 Years
Skype id: ajitar35@gmail.com

CAREER OBJECTIVE:

Willing to work in such an environment which provides ample opportunities to growth and learn and want to explore my managerial skills.

KEY SKILLS:

Replacement Sales, Direct sales, Institutional Sales, New market Development, Service Operation, Brand promotion activities, Knowledge of all category of tyres, lubricants, Automotive Body shop & Service consumables, & Equipment's.

TOTAL YEARS OF EXPERIENCE:

15 YEARS 05 months.

CURRENT LOCATION:

Dehradun Region (looking after all Uttarakhand State & Saharanpur in UP)

EDUCATION:

B.Com in 1999 from CALCUTTA UNIVERSITY

Other Qualification(s) Certification:

- 1 Ms Office, Ms Dos, Knowledge of Internet.
- 2 Certificate to Process Warranty claim from J K Tyre & Industries Ltd
- 3 certificate of Appreciation from "OSCAR MURPHY INTERNATIONAL"
- 4 Management Development Programme on Leadership & Management Skill.

WORK EXPERIENCE:

Name of Organisation	JK TYRE & INDUSTRIES LTD
Designation	Area Manager
Job Profile	Looking Replacement/ direct sales & Govt Tenders
Duration	March 2004 to March 2014

Name of Organisation(Current)	Wuerth India Pvt Ltd
Designation	Area Sales manager
Job Profile	Looking after Body shop & Service Consumable & Body shop & service Machines/ tools & Lubricants.

Current CTC

9.50 lac

MAJORE TASKS HANDLED:

Business Development:

Identification of Fleets/Customers, appointing new dealers/channel partners in potential markets. Organizing sales promotional activities like CCP-Customer Co-ordination Program and CIP (Customer Interactive Programs) and driver training programs.

Conduct competitor analysis by keeping abreast of market trends and competitor moves to achieve market share metrics. Have handled OEMs & Work shop owners for Increasing lines & Generating Sales Volume

Channel Management/Distribution: Appointing & guiding new dealers/Channel partners/OEM / automotive Gurage's for enhancing sales growth, market coverage and establishing the brand. Maintaining stock level for smooth & regular supply of all products to the dealers/ Customers & OEMs.

Customer Relationship Management:

Mapping clients' requirements & providing them best products/solutions. Identifying prospective customers, generating business from existing customers.

Identifying causes for dissatisfaction among customers & taking steps to overcome the same. Ensuring maximum customer satisfaction for referral business and program.

Leading a Team:

Have lead a team of six people In J K Tyres & Industries ltd & Leading 8 people in wuerth India Pvt Ltd Currently in Uttarakhand for smooth functioning of all activities for better business achievements. Have always guided my team for their continuous personal knowledge & professional achievements.

Notable Accomplishments:

Created awareness of bias & radial tyres in truck & bus segment in Haldwani & given a constant growth from 160 truck tyres to 1200 truck tyres from 2004 to 2014 & maintaining the growth in Haldwani. There was a continuous growth in PCR segment from 500 tyres to 1700 tyres in the same period as well leaving apart other segments where there was potential growth as well. Played a major role in reducing over outstanding of company at dealers point. Both Haldwani & Allahabad were first area offices to work with zero over outstanding in UP & Uttarakhand.

Started my Carrier as a sales officer in 2004 with J K Tyre & Industries Ltd in Haldwani When sales Volume was around 24 lac & got promoted to Area manager in 2009 with a transfer to Allahabad leaving behind a sales volume of 1.70 crore.

Started My New carrier with wuerth India Pvt Ltd In July 2015 at Dehradun looking after entire Uttarakhand State. Month on month increasing new platforms for increasing sales & promoting brand.

Service Experience: Looked after Tyre claim related issues from 2004 to 2014 & handling Tools & Equipment/ oil & lubricants / Body Shop Consumable / Automotive Service (Cars & Two Wheelers) Consumables Sales.

CAREER ACHIEVEMENTS:

- 1. In last 15 years, grown from a level of sales campaigner in April 2004, working at Sanjay Gandhi Transport Nagar to be promoted as a Sales officer in September 2004 at Haldwani.**
- 2. Promoted in 2010 as an Area Manager at Allahabad.**
- 3. In March 2012, transferred to Haldwani again looking after Entire Utrtrahand state.**
- 4. Selected among top 15 Area Managers in JK Tyres & Industries Ltd. for the year 2013-14 and was called for policy formation discussion for the year 2014-15.**
- 5. Started my own Business of Tyres Shoppe At Rajnagar extention, Ghaziabad with a Partnership Firm from June 2014 to December 2014 & thereafter withdraw myself from the Business.**
- 6. Joined Wuerth India Pvt Ltd in June 2015 as Area Sales manager & working since then Looking after entire uttarakhand State.**

PERSONAL DETAILS:

DOB	-	Feb. 20, 1978
Father's Name	-	Mr. Brijlal Pandey
Languages Known	-	English, Hindi, Bengali & Bhojpuri
Marital Status	-	Married
Hobbies	-	Traveling and taking new challenges
Permanent Address	-	S/O Brijlal Pandey 86/8, South Buxarah, Near South Point School Saantragachi, HOWRAH, WEST BENGAL

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