

Manish Pandey
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Objective: - Seeking challenging assignments in Sales & Marketing with a reputed organization.

Summary of Skills and Experience :-

- 12 years of experience in Sales & Marketing in diverse Business Verticals such as , Consumer durables Product.
- Good Leadership skill & a sound knowledge of business dynamics and channel sales.
- Co-ordination with senior management, project implementation, public relations. Sound ability of documentation and explaining technical solutions to customers
- Adaptability & Capability to work in a Team.
- Firm believer in confidence and hard work.
- Abilities in effectively collating and analyzing market intelligence reports for formulating result oriented sales & marketing plans in a highly competitive market.
- Ability to motivate teams in optimizing their performance levels.

Work Experience:-

June'12 to Till Date – Microtek International (P) Limited

Job Profile :-

Area Sales Manager from 1st April'18 for 10 districts of Eastern U.P - Handling the channel network of 8 inverter distributors, 4 UPS distributors and more than 280 dealers spread in the allotted area of operation.

Joined as Senior Sales Executive on June12.

Key Performance Areas :-

- Handling the entire Sales & Support team through the distribution network.
- Consistently achieved company objectives by selling the products above the prescribed target in the region allocated (Categorized as "**Excellent**" for sales contribution of Microtek Products)
- Negotiated and collaborated with brand marketing and account partners to create and customize programs that improve sell-through for target markets.
- Worked with marketing, advertising, and key account executives to develop strategies that generated sales of new or selected products in my region
- Designed and coordinated special onsite events and incentive programs to promote brand awareness and increase sales. Consistently developed successful programs within strict deadlines and budgets.

Aug.11 To May.12_ Luminous Power Technologies Pvt. Ltd.Lucknow

Job Profile – Senior Sales Executive

Key Performance Areas :-

- .Handling Distributor, Dealer Through channel Sales In Inverter,Batteries segment.
- Consistently achieved company objectives by selling the products above the prescribed target in

the region allocated .

- . Handling the entire Sales & Support team through the distribution network
- Worked with marketing, advertising, and key account executives to develop strategies that generated sales of Inverter , Batteries in my region

May.10 To July.11 Duron Energy Pvt. Ltd. Lucknow

Job Profile – Sales Executive

Key Performance Areas :-

- Handling Solar Product.
- Worked with marketing, advertising, and key account executives to develop strategies that generated sales of Solar products in my region

Apr.07 to Apr.2010. HAHNEMANN SCIENTIFIC LABORATORY(INDIA) Lucknow

Job Profile – Sales Executive

Key Performance Areas :-

- Handling Homeopathic Medicine. Through Channel.
- Worked with marketing, advertising, and key account executives to develop strategies that generated sales of Homeopathic Medicine in my region

July 2005 to August 2006. Quality Research & Promotions Lucknow.

Job Profile – Assistant field Executive

Key Performance Areas :-

- Promotion of New product In market.
- Survey Of New Product In market.

IT Exposure:

Application Programs : MS- Office, MS-Excel,MS-Power Point & Internet

Computer Education:

Completed 6 Month Diploma Course in Computer application (DCA) from C-NET Computer Education Lucknow (1st July 2005 to 31st Dec.2005).

CCC From NIELIT Lucknow.

Academic Qualification:

High-School	U.P.Board	1995	I st
Inter-Mediate	U.P.Board	1997	II nd
B.Sc(Mathematics)	Gorakhpur University	2000	II nd

Professional Qual.

Ex. MBA in Marketing	EIILM University	I st
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Personal Details

Date Of Birth: 5th July 1981

Fathers Name: Mr. Mahendra Kumar Pandey

Language Known: Hindi, English

Nationality: Indian

Marital Status: Married

Hobbies: Driving

I here by declare that above information is true to the best of my knowledge.

Date

Place

Manish Pandey