



ABHIMANYU KUMAR KUSHWAHA

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WORKING EXPERIENCE

❖ SHIVA AGRO SALES PVT. LTD.

AREA MANAGER – June 2019 to current

- Implement sale plans moreover, ensuring accomplishment of business goals across the assigned regions (GORAKHPUR, KUSHINAGAR, DEORIA, MHARAJGANJ, AND NEPAL COUNTRY) in all segments (b/w HCV, LCV, LMW, Utility Industrial and Tractors).
- Identifying and developing efficient dealer network to achieve optimum penetration & improved extraction.
- Supervising and monitoring the performance level of sales & service staff for ensuring customer service and accomplishment of service targets.
- Managing operations with focus on policies and procedures.
- Dealer management and also manpower handling and drive their sale.

❖ MAHINDRA & MAHINDRA LTD, NAV YUG TRACTOR

AREA SALES MANAGER – 2018 to June 2019

<https://www.mahindrafarmequipment.com/>

- Responsible for man power (FOS) team for KUSHINAGAR
- Distributor & dealer channel development for **ROTAVATOR**
- Appointing farmers/contractors as **Mahindra business partners**.
- Planning and organizing **demonstration in potential villages**.
- Conducting weekly team meeting for work estimate & season planning.
- Execution of team members and machines to get maximum production on season time.
- Responsible for sale **TRACTORS**
- Manage distributors and dealers channel and drive their sale.
- Planning of incentives and bonuses for dealer salesmen.

WORKING SKILLS

Product knowledge

Client acquisition
and retention

Rapport building skill

Excellent time management

Excellent customer service

Brand management

Active listening skills

Maintaining great relation
with existing clients

Team work and good
communication

Knowledge of Ms Office
.excel.Ms word .Ms paint
.Ms power point

PRODUCT SKILLS

ROTAVATOR ☐☐☐☐

GYROVATOR ☐☐☐☐

PLOUGH ☐☐☐☐

ZEROTRILL ☐☐☐☐

POWER TILLER ☐☐☐☐

SUPER SEEDER ☐☐☐☐

COMBINE ☐☐☐☐

SPRAY ☐☐☐☐

LANGUAGES

English ☐☐☐☐

Hindi ☐☐☐☐

Bhojpuri ☐☐☐☐

ACADEMIC RECORDS

- Production Manager for OEM components. Responsible for achieving monthly targets of production and supply chain
- Training to the production team to check the final quality of components and assign the duty to colleagues for production planning.
- Handle the complaints at the customer end, ability to work PPAP approval process, an inspection of new as well as the current product, in process & final inspection and taking necessary action according to it.
- Solve the problem of casting and machining in OEM, Set up approval of the first

ACADEMIC PROJECT

- Skill in improving overall 5s level of shop floor, Execution of lean manufacturing technique & designs.

ACADEMIC RECORD

EXAMINATION	SPECILIZATION	INSTITUTE/ UNIVERSITY	DIVISION	YEAR OF PASSING
DIPLOMA	AGRIBUSINESS	INDRA GANDHI NATIONAL UNIVERSITY DELHI.	1 ST	2024
CERTIFICATE COURSE	BUSSINESS SKILL	INDRA GANDHI NATIONAL UNIVERSITY DELHI.	1 ST	2023
INTERMIDATE	SCIENCE	STATE BOARD UTTAR PRADESH	1 ST	2022

[1] 2018 – JOURNAL PUBLICATIONS (Goverment Approved):

- Abhimanyu, "state child scientist " awarded by deputy u.p cm in 2018
- Available at: news paper dainik jagran
- "RESARCH THEME" WASTE (OR WASTES)ARE UNWANTED OR UNUSABLE MATERIALS.
- COMPLETED GOVERNMENT SCHEME "ODOP"
- A PROGRAM OF NATIONAL COUNCIL FOR SCIENCE AND TECHNOLOGY COMMUNATION DEPARTMENT OF SCIENCE AND TECHNOLOGY,GOVERNMENT OF INDIA .