

# RESUME

AKASH TRIPATHI

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## PROFESNAL EXPERIENCE (at present)

5. Presently Working in Sheetal group(water tank) as ASM in Kanpur region.
4. Designation : Sales Executive  
Company : **The Supreme Industries Ltd.**  
Period : Nov.,19 to April,20  
Products : **Pipes, Fitting & Bath Fittings**  
CTC : 30kpm(3.6LPA) CTC & Traveling/Lodging/Fooding/phone etc expenses extra  
**Job Profile** : Promote **channel sales** of Distributor, New dealers/distributors appoint in empty areas, payment follow-up, conducting influencers meet, look out the competitors activities
3. Designation : Area Sales Manager (U.P.),  
Company : **Prime Pipes & Fittings Pvt Ltd., Bangalore(Prime pipes & fittings)**  
Duration : May, 2012 to March,19  
Products : **Pipes & Fittings**  
CTC : 34kpm(4.02LPA) CTC & Traveling/Lodging/Fooding/phone etc expenses extra  
**Job Responsibilities:**  
Business development through Dealers/ distributors appoints. Grow **channel sales**, achieve targets, Price negotiation, payment follow-ups, promotional & advertising activities, branding & marketing.
2. Designation : Marketing Executive (Kanpur, U.P.),  
Company : **La- Gajjar Machineries Pvt. Ltd.**  
Duration : May 2006 to May, 2012  
Products : **Pumps, Motors, Pipes, Cable**  
CTC : 14kpm(1.68LPA) CTC & Traveling/Lodging/Fooding/phone etc expenses extra  
**Job Responsibilities:**
  - Product launching in new town and develop it, Conducting multi types of promotional activities. Develop & appoint new business partners to increase sale in the market. Reporting to the Sr. Area Manager. Motivating channel partners, maintaining good and cordial relationship with channel partners as well as with Plumbers, Mechanics, Bore drillers, Binders etc., Customers which results in m.arket penetration and reach. Close interaction with the dealers and distributors to assist them to promote the product. **Promoting channel sales**
1. Designation : Sales Executive(Central UP), Channel Sales  
Company : Arya Filaments (p) Ltd  
Duration : Oct. 2004 to Mar. 2005  
Products : GLS, FTL, CFLs & Fittings.  
CTC : 5kpm(.6LPA) CTC & Traveling/Lodging/Fooding/phone etc expenses extra  
**Job Responsibilities:** Responsible for sales and marketing operations in given region

## **Spl.#@. Started career with FMCG -**

**1st.** Oct.2000- Feb.2002 In **Gum(Ind.)Ltd(BigFun Bubblegum)**. as Marketing Executive

**2nd.** Feb.2002- Sept.2004 in **Neelgiri (Biscuits)Food Products Pvt.Ltd.** as Sales Executive



### Education

Post Graduation (MA) 2000 Second Class Kanpur University, Kanpur (UP)  
B.Ed 1998 " " "

### Professional Qualification

One year Diploma in Computer Course

### Computer Skills

M S office & Internet

### Personal Information

Father's Name : Late Shri V.P. Tripathi  
Date of Birth : 14- 02 -1975  
Marital Status : Married (In family Mother, wife and a son)  
Avocation : Exercising Yoga daily, Travelling, Meeting Peoples, Reading  
Languages Known : English, Hindi  
Address : A-476, World Bank Colony, Barra, Kanpur (UP)-208027

### Working Characteristics:

1. I am very hardworking person. I am punctual and loyal towards my work. I have earlier experience in the similar related field so will do superb performance.
2. There is very much scope to capture market share from this area of U.P. I have long period to serve the company and opportunity to prove myself as key person for company.
3. I know the customers well where I am to go for receiving orders (sales promotion) like dealer/distributor, projects etc. wherever it uses. Whether it's a buyer end, real user.
4. I have knowledge of cities, districts, tehsils and towns well of assigned area. I understand here's circumstances, language, environment or mood of customers or retailers.
5. I can work if needed for channel sales(secondary sale), canopy install for display & publicity and plumbers/mechanics/borers(influencers) meeting etc.
6. I always aware and focused for payment through dealers/distributors. It is very important for real business development.
7. I am sure I will turn out to be a key player of your company and I assure you, you will never regret for the decision to hire me.

### Expected CTC

: CTC 35kctc per month.

### Preferred Location

: Kanpur, U.P. head quarter based.

Thanking you,  
Akash Tripathi,  
Kanpur,  
9451545887

