

Devendra kumar ojha

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91-9685426478



SUMMARY

Sales associate with 7 plus years of experience in retail and industrial environments. Recognised for ability to communicate with customers and provide exceptional service that insures client retention and positive feedback. Proven ability to increase sales through up selling techniques as well as impliment additional processes that drive profitability.

CAREER OBJECTIVE

I am seeking an opportunity in a company where I can use my experience and education to help the company meet and surpass its goals.

SKILLS

Customer service skill	■ ■ ■ ■ ■
Problem solving	■ ■ ■ ■ ■
Ability to work under pressure.	■ ■ ■ ■ ■
Time managemnt.	■ ■ ■ ■ ■
Product knowledge.	■ ■ ■ ■ ■
Basic working knowledge of computers ,M.s office	■ ■ ■ ■ ■
Internet utilities.	■ ■ ■ ■ ■

EXPERIENCE

Nov-2021 - Till Today

Area Sales Manager

Topland pump pvt ltd (Patel field marshal agency)

Generating dealer channel in all chhattisgarh.
Develop market for submersible pump and electrical products.

Apr-2019 - Nov-2021

PSM

C & S Electric LTD(Lobo staffing solution private Ltd)

Contact regular and prospective customer to demonstrate products.
Managed 10 district sales region for the meajority time.
Develped specifications.
Moniter market conditions.product innovations,competitors products,marketing and sales.
Working with following dealers:
Patel switch gear (raipur)
Sree rawat electrical(raipur)
Geeta electrical(rajnandgaon)
Sudthk energy (jagdalpur)

Sep-2015 - Mar-2019

Sales Engineer

Mill Engineering

Customer co- ordination.

Generating enquiries & finalizing the order.

Marketing of instruments products.

Documentary works regarding tenders and bills.

Participating projects of Hot saw cutting machine and hot stamping machine and SICK

Proximity sensors and encoders and other instruments in URM (In B.S.P).

EDUCATION

Degree/Course	Institute/ College	University/ Board	Percentage/ CGPA	Year of Passing
Bachelor of Engineering in Electircal	M.P. cristian collage of Engineering & Technology,Bhilai	Pt. Ravishankar shukla university (Raipur)	65 %	2008
Class 12th with PCM	Samta higher secondry school (Bhilai)	Chhattisgarh board (Raipur)	59.6 %	2003
Class 10th	B.S.P SENIOR SECONDRY SCHOOL No -1SECTOR 6 BHILAI	M.P Board (Bhopal)	65 %	2001

ACHIEVEMENTS

As a PSM in C&S electric Ltd

Delivered 100% sales performance for the year 2019-20 and deliverd
120% sales performance for the year 2020- 21.

PERSONAL DETAILS

Address	Qr no.17/B, street -26, sector -5 Bhilai, Chhattisgarh, 490006
Date of Birth	30-09-1985
Gender	Male
Nationality	Indian
Marital Status	Single
Languages Known	Hindi,english,chhattisgarhi

REFERENCES

Reference available upon request

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