

CURRICULUM VITAE

GANESH LAXMAN AHER

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CAREER OBJECTIVE

Working with the progressive organization where I would get an opportunity to provide my service and have value addition to my knowledge by working with senior professionals.

TRAINING AND PROJECT

- **Organization Name** : Prathmesh Wines Pvt.Ltd, Satana, Nashik
- **Project Title** : “ To Study market share and market potential of Prathmesh wines Pvt. Ltd. at Nasik city"
- **Duration** : 2 months.

SUMMARY OF QUALIFICATION

Degree/ Certificate	Subjects	Board/ University	Year of Passing	Percentage
MBA	Marketing	University of Pune	2012	56.92%
B.Com	Cost & Works Accounting	University of Pune	2009	51.83%
HSC	Commerce	Maharashtra Board	2006	51.50%
SSC	General	Maharashtra Board	2004	65.46%

PROFESSIONAL EXPERIENCE

Name of Organization : Kriti Industries India Ltd. (Pipes Division)
Designation : Sales Officer
Duration : July 2013 To April 2015
Location : Nashik

Job Responsibilities

- Handle primary and secondary sales.
- Maintain dealer – Customer network
- To develop and maintain contact with builders, Customers & B2B in the region.
- Provide Sales support to Dealer
- Searching for new dealers.
- Organizing events at the dealers place to attract more customers.
- Updating dealers about the change in product price and new product launch.
- Listening to customers requirement and presenting appropriately to make sales.
- Promotional activities dealer farmer meeting, wall painting, flex board etc.
- Handle the sales of allocated area

Name of Organization : Garware Wall-Ropes Ltd.(Pipes & Irrigation)
Designation : Sales Executive
Duration : April 2015 To June 2018
Location : Nashik, Dhule & Aurangabad

Job Responsibilities

- Expand the business network through appointment of new dealers and motivating the existing dealers.
- Monitor the stocks availability at the Dealer/Retailer point.
- Visit Builders, Customers for lead generation and collect enquiry and data.
- Provide after sales service to customers and complaint handling.
- Meeting the new target customers and converting them into sales.
- Handle primary and secondary sales.
- Meeting dealer on daily basis and helping them in finding customers.
- Developing and maintaining a set of farmers contacts.
- Advertising and marketing services.
- Suggest products to customers needs and interests.
- Determined and quote prices and delivery dates.
- Analyzed market conditions and competitors products prices and sales.
- Informed Area sales manager timely on requirement.
- Ensure timely delivery of goods to the customer by coordinating with the logistic department.

Name of Organization : Tufropes Pvt. Ltd.
Designation : Business development Executive. (**Ropes & Nets**)
Duration : June 2018 To May 2021
Location : Nashik.

Rols and Responsibilities

- Assess market demand and prepare annual, quarterly and monthly sales target
- Provide inputs of annual sales plan and a market strategy.
- Monitor the stocks availability and timely material deliver at the Dealer/Retailer point.
- Resolve customer complaints regarding sales and service.
- Monitor customer preference to determine focus of sales efforts.
- Meeting the new target customers and converting them into sales.
- Meeting dealer on daily basis and helping them in finding customers.
- Collect sales/market data on a regular basis.
- Ensure recovery of outstanding dues from customers.
- Suggest products to customers needs and interests.
- Determined and quote prices and delivery dates.
- Analyzed market conditions and competitors products prices and sales.
- Interact regularly with potential and existing customers to apprise them on new product offering/development.
- Ensure timely delivery of goods to the customer by coordinating with the logistic department.

Name of Organization : A-1 Fence Products Company Pvt. Ltd.(**Pipes**)
Designation : Senior Sales Executive (**Govt. Projects, B2B & B2C**)
Duration : June 2021 To Till
Location : **Nashik, Ahmednagar, Dhule & Palghar**

JOB DESCRIPTION

- Handling the Sales operations and Accountable for increasing Sales growth and achieve business goals.
- Identifying clients, generating business from diverse cliental base and achieving business targets;
- Maintaining relationship with customers to achieve repeat business.
- To Achieve the Target on Weekly and Monthly Basis an also do Continuous follow-up and visit to the Customers
- Retail Customer – To arrange Customer Meet with the End Customer for Apprise them with about the product, service and quality.
- Market Scanning and competitor scanning to get the Knowledge of current Market scenario.

SKILL

- Support the customer about products technical knowledge.
- Analysis all the product.
- Give the demo of all products to customer.
- Presentation Skill
- Negotiation skill

STRENGTH

- Active Listening
- Leadership
- Good grasping capacity
- Problem solving.
- Self motivating and loyal with my work.
- Good co-ordination skill with team members.

PERSONAL DETAILS

- **Name** : Ganesh Laxman Aher
- **D.O.B.** : 20th May 1989
- **Gender** : Male
- **Martial Status** : Married
- **Nationality** : Indian
- **Languages known** : English, Hindi & Marathi
- **Address** : Flat No-15, Satyasakar Apartment, Anusayanagar, Dist- Nashik
- Pin :- 422004

Date : / /

Place : (Aher Ganesh Laxman)