

PRAMOD KUMAR DWIVEDI

Mobile: +91-9993655733

Email: pramoddwivedics@gmail.com

Passport No;-K4988143

Career Objectives

A position as a Senior Sales professional that lets me utilizes my extensive experience and team management skills. To enhance my present, past credentials and achieve excellence in the interested fields on Sales, Service and Exchange. Move ahead towards success with experience and dedicated towards the interested field. Aiming to be associated with a progressive organization that gives me the scope to update knowledge and skills in accordance with latest trends and be part of a team that dynamically work towards the growth of the organization and gain satisfaction.

Core Competencies

- Manage a set of dealerships and team to achieve the business parameters like volumes, market share, collection, deliveries, spares part sales etc.
- Handling a team of dealer salesmen for enquiry generation and demand generation.
- Developing dealerships
- Ensuring viable distribution network by appointing dealers, sub-dealers for appropriate market coverage Availability of trained manpower in adequate quantity at dealerships.
- Ensure availability of appropriate service infrastructure and drive implementation of service systems for improving customer satisfaction
- Execution of events like local level sales promotion campaigns, product launches etc.
- Train the dealer salesmen on pre-sales and sales processes, new product features / modifications.
- Track the competitor activities, capture feedback on performance of competitor (and our) products.

Educational Qualification

S.No	Degree	Institution /University	Year of Passing
1	B.E	Rajiv Gandhi Proudhyogiki Vishwavidyalaya Bhopal (V.I.T.S. Collage Satna (M.P.))	2009
2	12 th	M.P.BOARD BHOPAL (C.M.A. Hr. Sec. School Satna (M.P.))	2004
3	10 th	M.P.BOARD BHOPAL (C.M.A. Hr. Sec. School Satna (M.P.))	2001

Career Synopsis

1.

Present Assignments

Company Name : Beri Udyog Pvt. Ltd (Fieldking).
Location : Bhopal Madhya Pradesh
Position Title : State Head- (Sales & Marketing)
Period : 17th Sep-2020 to Continue

RESPONSIBILITIES

- To acquire new corporate dealer and distributor in the specified region / market

PRAMOD KUMAR DWIVEDI

Mobile: +91-9993655733

Email: pramoddwivedics@gmail.com

Passport No:-K4988143

-
- Make the dealer and distributor through activity i.e. (Facebook, Advertisement, subsidy registered implement dealer, and two/three wheeler sub dealer)
 - Testimonial of good customers and dealers and take advantage of these when creating new dealers.
 - Ensure timely collection of revenue from dealer and distributor
 - Interact regularly with the dealer and distributor to ensure a committed and partnership based relationship.
 - Monitored and reported sales volumes, financial and business transactions.

Career Synopsis

2. Present Assignments

Company Name : INTERNATIONAL TRACTOR LIMITED (SONALIKA GROUP).
Location : RAIPUR CHHATTISGARH
Position Title : SR.TERRITORY MANAGER- (Sales &Marketing)
Period : 14TH Mar-2016 TO 14th Sep-2020

RESPONSIBILITIES

- Developing new ideas & activity plan to achieve sales growth
- Interact regularly with the clients to ensure a committed and partnership based relationship.
- Promote the new vehicle selling through exchange old vehicle
- Monitored and reported sales volumes, financial and business transactions
- Conducted vehicle demonstrations and utilized vast product knowledge
- Improve the dealer business exchange and motivate the dealer sales person regarding sales business.
- Conducting product demonstration, Monitoring sales from enquiry generation
- Extensive market penetration and presence by maximizing filed activities in assigned territory, Developing sales strategies and setting targets for dealers

3. Present Assignments

Company Name : SHRIRAM AUTOMALL INDIA LTD.
Location : BHILAI (DURG) CHHATTISGARH
Position Title : DY. BUSINESS DEVELOPMENT MANAGER
Period : 07th Aug -2014 to 13TH Mar-2016

RESPONSIBILITIES

- Seized vehicle Bank, NBFC and Dealer exchange old vehicle.
- Servicing the needs of existing customers and Collecting customer feedback and market research, Meet dealer and generate the business.
- Compiling and analyzing sales figures.
- Maintaining and increasing sales of company products
- Established strong customer relations and provided exceptional customer service. Effectively closed deals on new and used car sales
- Old vehicle sold through Physical Auction, Online & Negotiated deal

4. Company Name : AUTO CENTRE

Project Site : MAHINDRA FIRST CHOICE WHEELS LTD.
Location : : KORBA CHHATTISGARH
Position Title : X-mart Manager
Period : Oct -2012 to 05th Aug-2014

RESPONSIBILITIES

- To map potential sectors, and create the new activity plan in Rural/Urban areas.
- Developing new ideas& activity plan to achieve sales growth
- Interact regularly with the clients to ensure a committed and partnership based relationship.
- Conducted vehicle demonstrations and utilized vast product knowledge

PRAMOD KUMAR DWIVEDI

Mobile: +91-9993655733

Email: pramoddwivedics@gmail.com

Passport No:-K4988143

-
- Achieved the award best performance of old vehicle sell/purchase form Mahindra & Mahindra Ltd.

5. Company Name : Shivnath Automobiles Pvt. Ltd.

Project Site : Mahindra & Mahindra (Tractor)

Location : BHILAI DURG CHHATTISGARH

Position Title : (Team Leader-Sales)

Period : April -2001to Oct-2012.

RESPONSIBILITIES

- To acquire new corporate clients in the specified region / market
- To create/maintain excellent relationships with clients and be able to tailor products pitch according to their specifications
- Ensure timely collection of revenue from clients
- Monitored and reported sales volumes, financial and business transactions

6. Company Name : Glodyne Techno serve Ltd. Pune

Project Site : Tikona Infinet Limited

Location : PUNE Maharashtra

Position Title : (Network Engineer)

Period : Oct-2008 to July-2011

RESPONSIBILITIES

- Product Positioning & Pricing (Scheme& FOC management, Planning and execution of Incentive Programs. Promotion Market Intelligence (Regular connect with field team for market feedback, Manage Market Competition by Tracking Competition schemes Incentives to retailers/BPs, Competition pricing, Bench marking for competition products & prices, Study competition market share.
- Maintaining Unit Contribution

Significant Highlight

- Received Highest MS award in CG (SAMIL).
- Monitoring and execution of state level exchange Activities in CG.
- To acquired the bottom MS at specific territory implementation of sale unit to meet the same.
- Make the new dealer in CG and MP.

Languages Known : English & Hindi

Personal Particulars

Date of Birth : 01stJanuary 1985

Gender : Male

Marital Status : Married

Nationality : Indian

Interests : Watching serial & painting

Present Address: H.NO. 270 PH-05 SIMRAN CITY MATHPURENA RAIPUR
(C.G) -492013

Declaration:

Hereby declare that all the above-mentioned details are true to the best of my knowledge.

DATE:-05/09/2023

PRAMOD KUMAR DWIVEDI

Mobile: +91-9993655733

Email: pramoddwivedics@gmail.com

Passport No;-K4988143

PLACE: -Raipur (Chhattisgarh)

(PRAMOD KUMAR DWIVEDI)