

CURRICULUM VITAE

RATNESH KUMAR PANDEY

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OBJECTIVE:

I want to working with that organization where I can effectively contribute my skill as a Sales and marketing person and seeking challenging position where I can learn and to grow my career with continuous improvement and innovation attitude.

Work Experience:

- Currently working with VST TILLERS TRACTORS LTD, BANGLORE as an Engineer-Tillers Sales, UP
From 18-01-2021 to present.
- Kirloskar Oil Engines Limited (KOEL), Patna as an Area Sales Executive from 09-05-2017 to 21-11-2020.
- Finolex Plasson Industries Pvt. Ltd. Hyderabad, India from 2.05.2015 to 29.04.2016 as MI Engineer (sales and design)
- TSMIP Project (PMKSY), Nalgonda, Hyderabad.
- APMIP Project (PMKSY), Vijayawada, Ongole, Andhra Pradesh.

Key Responsibilities:

- Mapping of untapped territory and train the DSR.
- Norms creation of Distributor as per market potential or penetration of required SKU's.
- Create retailer network, identifying markets, potential customers for achieving business volumes consistently and profitably.
- Implemented TOC in different-different location.
(Ghaziabad, Mahoba, Shahjahanpur, Gorakhpur, Saharsa, Aligarh, Hamirpur, Agra, Udaipur, Delhi East, Gaya, Sasaram, Buxar, Nalanda, Patna)
- Review of DSR, SOP regularization.
- Distribution and Channel Management.
- Retailer network increase, Focus on secondary sales as well as primary.
- Dealer outstanding and fund management.
- Product sale - Engine, spares, Electric Pump (Monobloc, submersible) etc.

TECHNICAL QUALIFICATIONS:**College profile:**

Shivdan Singh Institute Of Technology & Management-Aligarh Approved by **AICTE**, Accredited by **N. B. A.** and Affiliated to **U. P. Tech. University Lucknow**.

QUALIFICATION	YEAR	UNIVERSITY	INSTITUTE	PERCENTAGE MARKS
B.Tech.- AGRICULTURAL ENGINEERING	2009-2013	U.P. TECHNICAL UNIVERSITY, (LUCKNOW)	Shivdan Singh Institute Of Technology & Management- Aligarh	70.08%

EDUCATIONAL QUALIFICATIONS:

STANDARDS	YEAR	BOARD	% MARKS	SCHOOL
12 th Standard	2009	U.P.Board	68.50%	U.P.I.C Varanasi
10 th Standard	2007	U.P.Board	52.83%	S.A.P.S.B.I.C Varanasi

PROJECT/THESIS:

Performance Study of 15 HP Diesel Engine.
Fabrication of potato digger.

INDUSTRIAL TRAINING:

- Four week industrial vocational summer training from **CENTRAL INSTITUTE OF AGRICULTURAL ENGINEERING Bhopal** from 03.07.2012 to 31.07.2012.
- One month vocational training in **Jain Irrigation system Pvt. Ltd. Jalgaon , India** from 01.10.2013 to 30.10.2013.

COMPUTER LITERACY:

- MS Office (MS-Excel, MS-Word, MS-Power Point)
- Internet Surfing

STRENGTH:

- Positive attitude and ready to face any challenging job
 - Ability to work hard with creativity
- Learning Attitude

PERSONAL PROFILE:

Name : Ratnesh Kumar Pandey
Date of Birth : 07 July 1992
Father's name : Mr. Arun Kumar Pandey
Father's occupation : Farmer
Marital Status : Unmarried
Languages Known : English, Hindi
Hobbies : Playing Cricket, Read book
Nationality : Indian
Permanent Address: Vill - Kurauna, Post-Sarauni, Dist-Varanasi (U.P)

Pin code - 221302

DECLARATION:

I consider myself familiar with Sales Executive aspects. I am also confident of my ability to work in a team and as a team leader. I hereby declare that the information furnished above is true to the best of my knowledge & concern.

Date:

Place: Varanasi

Ratnesh Pandey