

Shailesh Tripathi

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Profile Summary

+6 years of experience in Sales, Marketing and Distribution in different territories of Madhya Pradesh with Ability to manage Field Sales (Rural & Urban) and Coordinate Team in MP. Visited all the territories of Madhya Pradesh, establish healthy Relationships with the customers. I have so good knowledge of Sales, Marketing, Monitoring, Field work (Rural and Urban), Payment Collection, Team Handling, Team Management, Coordination, Report Preparation, Computer Knowledge, Software Knowledge, MS Office, MS Excel and More. I have worked in all Districts (Rural and Urban) in Madhya Pradesh. I have so much Knowledge of The market of Madhya Pradesh.

Work Experience

BKT TYRES (OTR) (ES Infra Serve)
(Sr. Sales Executive)

Dec 24- Present

Responsibilities & Achievements:

- Business Development in Assign Territory.
- Dealer Development in Bhopal, Vidisha, Hoshangabad, Betul and Sehore Territory.
- Dealer Management in Bhopal, Vidisha, Hoshangabad, Betul and Sehore Territory.
- Marketing Activities like Dealer Outlet Activity, Small Customer meet, Dealer meet in Bhopal, Vidisha, Hoshangabad, Betul and Sehore Territory.
- 20-25 Visit of Customer Side in a month.
- Meet with Dealer and take Order.
- Meet with End User Customer directly and connect with Dealer.
- Extensively Field Visit to meet with dealer and End User Customer.
- Engage new Dealer and End User Customer.
- Payment Collection on time.
- Proper Watch the Activity of Competitor like MRF, CEAT and APOLLO Tires.

Bhask Industries Pvt Ltd.
Regional Head (All M.P.)

Feb 2021- Sep 2022

Responsibilities & Achievements:

- Business Development in Assign Territory.
- Customer Development & Customer Management in all M.P.
- 15-20 Visit of Customer Side in a month.
- Marketing Activities in all M.P.
- Payment Follow up and Payment Collection on time.
- Monitoring of Competitor's activity.
- Good knowledge of Customer Development.
- Good knowledge of Sales & Marketing.
- Handling Service Engineers.

Sre Senthil Engineering Company (SENCO)
Regional Head (All M.P.)

Sep 2019- April 2020

Responsibilities & Achievements:

- Business Development in Assign Territory.

- Customer Development & Customer Management in all M.P.
- 15-20 Visit of Customer Side in a month.
- Marketing Activities in all M.P.
- Payment Follow up and Payment Collection on time.
- Monitoring of Competitor's activity.
- Good knowledge of Customer Development.
- Good knowledge of Sales & Marketing.
- Handling Service Engineers.

Star India Pvt Ltd (Star Plus Channel)

Aug 2015 – June 2017

Sales Associate

Responsibilities & Achievements:

- Business Development in Assign Territory.
- Dealer (Operator) Development in Bhopal, Raisen, Sagar, Rajgarh, Shajapur and Agar Malwa Territory.
- Dealer (Operator) Management in Bhopal, Raisen, Sagar, Rajgarh, Shajapur and Agar Malwa Territory.
- Marketing Activities like Canopy Activity in Bhopal, Raisen, Sagar, Rajgarh, Shajapur and Agar Malwa Districts
- 20-25 Visit of Customer Side in a month.
- Meet with Dealer (Operator) and take Order.
- Extensively Field Visit to meet with dealer (Operator) in given Territory.
- Engage new Dealer (Operator).
- Payment Collection on time.
- Proper Watch the Activity of Competitor like ZEE TV, SONI TV, COLORS TV.
- Surveying free dish networks in our territories.

HBJ Capital Services Pvt Ltd
Business Development Executive

Jun 2014 - May 2015

Responsibilities & Achievements:

- Channel sale to assign customer.
- Payment collection to customer.
- Handling customer for subscriptions.
- Negotiating with the customer for outstanding.

Education

Bachelors of Engineering, Information Technology RGTU, Bhopal	63.88% 2012
Higher Secondary, PCM M.P. Board, Bhopal	61.55% 2008
High School, All Subjects M.P. Board, Bhopal	60.08% 2006

Technical Profile

- | | |
|--------------------------|------------------------|
| • Programming languages: | C, OOPS, Java, SQL |
| • Database: | Oracle 10g |
| • Web Technologies: | HTML, CSS, Java Script |
| • Server: | Tomcat |

Academic Project

- **Title:** Developed computer software named Internet Banking.
- **Team size:** 5
- **Technologies Used:** java, servlet, Jsp, html, java script, Oracle, Window XP.
- **Role:** Administrator Modules.

• **Description:** The purpose is to provide easy & effective banking solutions to the user. The application helps in maintaining all the related functions to the banking in an effective manner through the use of centralized database.

Skills

- **Communicating:** Communication Skills.
- **Critical thinking:** Decision making skills.
- **Analytical and Problem Solving Skills.**
- **Ability to Work under Pressure.**
- **Proficient with Customer Relationship Management.**
- **Positive Attitude:** Creating a positive work environment.
- **People oriented:** Customer service skills.

Training

- **Training at HCL Career Development Centre, Bhopal.**

Strength

- **Passion.**
- **Ability to take the decision according to situation.**
- **Time Management.**
- **Self – Motivation.**
- **Adaptability.**
- **Be live in Teamwork.**
- **Creativity.**
- **Ability to Leadership.**

Interests

- **Channels Distribution, Monitoring and Placement.**
- **Sales and Marketing.**
- **Administration and Team Handling.**

Date:

[Shailesh Tripathi]

Place: