

SACHIN KARBHARI SHELKE

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OBJECTIVE

To pursue a professional career in a dynamic and creative environment that will use my skills, loyalty, creativity, and potential to strengthen its technical and managerial base, and also enhance my personal growth.

PROFESSIONAL SUMMARY

- Over 10 years experience in B2B & B2C Marketing & Sales .
- A good Team handling and promotions experience
- Managing a team of 5 veterinary sales Officer, Responsible For Monthly and yearly sales, target distribution and achievement.
- Managed promotional & Sales budget since 2017.
- Establish and maintain good relationships with internal teams, Dealers and Distributors.

QUALIFICATION

- **B.Sc. in Computer Science from Pune University**

EXPERIENCE

OVERALL 10 Years

Organization	From Date	To Date	Designation	Country
Newgen Infotech Pvt. Ltd.	July 2015	August 2017	Application Support	Pune India
Kisan Forum Pvt. Ltd.	August 2017	March 2021	Associate Marketing Manager	Pune India
Vetrina Healthcare Pvt. Ltd.	April 2021	Sept 2024	Area Sales Manager	Sangamner India
Calorgreen Pvt. Ltd.	Nov 2024	Currently working	Area Sales Manager	Ahilyanagar, Nashik

TECHNICAL SKILLS

- **Languages:** Marathi, Hindi, English
- **Technical Skills:** PRX Cloud, HRMSAAS, Zoho CRM, Happay Expense Manager, MIS & Powerpoint for Reports.

PROJECT:

Name : Leader Farmer

Duration: October 2021 to Sept 2024

Team size: 4

- ➤ **Description:** We have started this initiative to develop, Educate the Dairy farmer. In this project we choose 10 Dairy farmers under each VSO. We are doing the following activities on his farm.
Educate the leader farmers through Leader Farmer Training program.
Arrange farmer meetings on his farm.
Product demonstration on his farm.
Development of 10 dairy farmers under a leader farmer.

Name : Areymond Survey

Duration: August 2017 to October 2017

Team size: 4

- ➤ **Description:** Areymond is a leading fasteners manufacturer for Agriculture, they want to know about the need for fasteners in the Indian market. Did a survey of around 1000 farmers of Maharashtra and gave a detailed report to the client. As a promotional team manager, make route maps, manage overall project expenses. Daily, weekly & Monthly reports to the client and higher authorities are my responsibilities.
- ➤ **Tools used:** PRX Cloud, HRMSAAS, Zoho CRM, Happay Expense Manager, MIS & Powerpoint for Reports.

Name : Kisan.Net Promotion

Duration: November 2017 to December 2017

Team size: 8

Description: An Android application developed by Kisan Forum Pvt. Ltd. for farmers where they can directly interact with the manufacturers and dealers.

Name : Sampark Bharat

Duration: January 2019 to August 2019

Team size: 8

Description: Activity to meet and greet all the exhibitors of Kisan all over India. Apart from that handling all Marketing and promotion Operations.

Skills:

- Demonstrate excellent communication skills and the proven ability to successfully communicate with potential and Existing clients
- Patient, communicative, team player that is detail-oriented, with strong interpersonal skills
- Detail-oriented, able to provide complete follow-through on responsibilities without supervision
- Strong knowledge of all media e.g. Print Media, Digital Media.
- Strong written and verbal communication skills
- Ability to work with and manage a cross-functional team

PERSONAL DETAILS

Name	Sachin Karbhari Shelke
Date of birth	11th NOV 1991
Gender	Male
Marital Status	Married
Nationality	Indian
Alternate No.	9561159902
Address.	A/P- Nimgaon Bk., Tal- Sangamner Pin - 422603

DECLARATION

I hereby declare that above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.

Date: -

Place: - (**Sachin K.Shelke**)