

MR. VIKRAM RAMA JADHAV

Shantadurga niwas,near laxmi narayan temple
Dongorim,navelim,madgaon-GOA
INDIA



PERSONAL SUMMARY

I am a consummate professional who is more than able to generate a high volume of sales related activity through cold calls, presentations, proposals, and client relationship development. I will bring to your company fresh ideas, new perspectives, a diversity of experiences, and a dedication to service. In her current role I am primarily responsible for capturing new markets, negotiating deals, closing deals and meeting sales targets. My key strengths include, but are not limited to, participating in firm-wide initiatives, improving sales techniques, and maximizing revenues. Right now I am looking for a suitable position with a company that not only has incredible opportunities for career growth, but also a vibrant culture that celebrates achievement.

CAREER HISTORY :

1.Organization : **LEVEL ONE INDIA PVT LIMITED**
AREA :GOA
Designation : AREA SALES MANAGER
Duration : (OCT2020 to TILL)
Responsibilities Appoint superstockits,distributor and
management sales TEAM channel

2. Organization : VIAAN INDUSTRIES LIMITED

AREA :Goa ,Sindhudurg & Ratnagiri
Designation : RELATIONSHIP MANAGER
Duration : (JAN 2019 to MAY2020)
Responsibilities Appoint and management
superstockits,distributor, management sales
TEAM channel

3. Organization : **Craft India**

- Goa ,Sindhudurg & Ratnagiri
- Designation** : AREA SALES MANAGER
- Duration** : (APRIL 2017 to dec 2018)
- Responsibilities** : Appoint and management
superstockits,distributor,n sales team
- 4. Organization** : Hindustan unilever limited
- Kwality walls icecream (south goa)
- Designation** : business development officer
- Duration** : TWO YEAR (FEB 2015 to MARCH 2017)
- Responsibilities** : managed full distributor n his sales team
- 5. Organization** : Govind milk and milk products pvt.ltd.
- Govind milk products(south goa)
- Designation** : sales officer
- Duration** : (dec 2013 to jan 2015)
- Responsibilities** : managed full distributor n his sales team
- 6. Organisation** : FUNTACY ICECREAM (Goa & sindhudurg)
-] Designation** : sales officer
- Duration** : 2011 march to nov 2013
- Responsibilities** : managed sales team
- 7. Organization** : Lawsuit software
(LEVONS TECHNOLOGIES Pvt.Ltd.)
- Designation** : area manager
- Duration** : Dec 2010 to 2011 feb
- Responsibilities** : managed fully territory sales team,

8. **Organization** : All Maharashtra Law Reporter
 Designation : Sales executive
 Duration : Jan 2006 to Nov 2010
 Responsibilities : Law Reporter

MY WORKING TERRITORY

- .1. GOA**
- 2. SINDHUDURG-(maharashtra)**
- 3. RATNAGIRI-(maharashtra)**
- 4. KOLHAPUR-(maharashtra)**

MY CURRENT CTC :RS. 52,000 /+ plus all actual expenses + incentive

RESPONSIBILITIES :

- Using a consultative sales approach to develop long-term customer relationships.
- Identifying, qualifying and selling to new prospects.
- Developing close customer relations through on-site and customer visits.
- Establishing and maintaining regular contact with customers.
- Helping out with annual sales forecasts.
- Identifying business opportunities.
- Conducting sales presentations.
- Negotiating the terms of any sales agreements.
- Keeping accurate records of all sales and prospecting activities.
- Interpreting data to understand market trends.
- Managing multiple customer accounts simultaneously.
- Representing the company at trade exhibitions, events and fairs.
- Keeping in touch with market news, trends, standards, and techniques.

KEY SKILLS AND COMPETENCIES

Sales

- Can sell complex products to senior decision makers.
- Acquiring new business through networking and cold calling.
- Ability to effectively prioritize and manage multiple priorities.
- Driving two-way communication.
- Excellent communication skills and judgment.
- Superb telephone manner.
- Acquisition based B2B Sales experience.

Personal

- Always ethical in all business activities.
- Superb analytical and problem solving skills.
- Willingness to travel to meet clients.
- Possessing the initiative, drive, and ambition needed to succeed.

AREAS OF EXPERTISE

- Customer Relationships
- Revenue generation
- Sales forecasts
- Customer acquisition

ACADEMIC QUALIFICATIONS

- B.A (Economics)

ADDITIONAL QUALIFICATION

- Computer Knowledge (MSC-IT)

PERSONAL DETAIL

Date of Birth : 10th JAN 1979

Residential Address : A/P Majgaon,Naikwada
Tal Sawantwadi, Dist Sindhudurg,
Maharashtra, Postal Code : 416541

Current address : **margao,goa**
Navelim,south-goa

MOB : 09403074008

Email ID : vikram10j@gmail.com

Languages Known : English, Konkani (Goan) Hindi, Marathi,
(Read and Write)

I look forward to hearing from you.

Thank you.

DEAR sir

Today I was meeting with super stockiest mr. sanat raichurkar, margao goa.

And discuss with bellow point

1. company told to me that give message to super party that maintain minimum 100 carton maintain in goa territory in future super party was reply me that we are ready for not only 100 in future company was growth in 150/200 cartoon we are ready for maintain that. but as per market and distributor requirement I was maintain the stock.

2. he was also message me that first invite company person in goa we firstly discuss all plan which was company workout for goa and some final newly distributor territory and finalized the goa all distribution plan

3. also sales team, there salary which was company change mean time , also discuss with all marketing plan and go for it And also Promotional activity ads etc.

So sir we firstly meeting with super party in his office margao goa and discussed all above mention planed and then after we meeting with our goas distributer

DATE 25-01-2021

TODAYS GOA WORKING REPORT

1. MR. SANAT RAITURKAR ,
***(SUPER PARTY-GOA)**

MOB. NO.8888107700

MEETING START 11AM

AT HIS OFFICE

MARGAO GOA

2. MR. SURAJ PEDNEKAR

MOB NO.9168942757

**DISTRIBUTOR FOR (VASCO- N CANACONA
AREA)**

MEETING AT HOTEL GINGER AT 1.30PM

MARGAO GOA

3. MR.SIDDESH VERENKAR

MOB NO.9823123332

DISTRIBUTOR FOR (PONDA- N MARGAO AREA)

MEETING AT HIS PONDA OFFICE AT 3.30PM

PONDA GOA