

Ashish.B.Kanor

Flat No. 501,C wing,
Vrindavan Society, Near
Icici Bank, opposite to
Shivane Bus Stop,Shivane
Pume-411023
MB No. : 8999636979
E-mail: akki.kanor@Gmail.Com



Personal Details	
1. Passport Details	ASHISH BIHARI, PASSPORT No- J9290510
2. Family and marital status	Father, Mother, Spouse, Elder sibling, Married
3. Nationality & Date of Birth	INDIAN, 15-05-1989
4. Languages	Hindi, English, Marathi
5. Summary of qualifications, skills and values	Management graduate, Masters in Marketing and Finance. Interested in MNC sector. Working experience of 12 YEARS AND 8 MONTHS with top companies. Done Internships and Trainings in the respective sector under different organizations at various levels. Good in communicate on and interactive nature.
Experience History	
<u>2010-onwards</u>	
<p>➤ (FEB 2012-MARCH 2013) 1.2 year secured Campus selection with Vygon India Pvt. Ltd As a Sr. Sales Executive worked with different region i.e. Lucknow, Delhi and Gurgaon in saving life of the various customer by our company product and creating awareness about health regards by CMS.</p>	
<p>➤ (MARCH 2013- APRIL 2015) 2.1 Year One Month's Worked With Godavari Polymers Pvt. Ltd. As An SR.BUSINESS EXECUTIVE In Pune Covered 3 Districts Which Is Ahemadnagar, Solapur And Osmanabad Which In All Deals With Hdpe Pipes ,Dripe And Sprinklers .Worked Assigned to me was Dealer Management ,Payment Collection, Follow Up With The Dealers And Services.</p>	
<p>➤ (JUNE 2015-DEC 2015) 6 Month's Worked With Softhard Pvt. Ltd Pune As A Area Sales Manager Posted In Nagpur Where in i have to Undertake Vidharbha Region. Company is the Manufacturer Of Motor Starter Where it is Submersible Open well Or Monoblock With Use Of Cell Phone U Can Switch It On And Off.</p>	
<p>➤ (FEB 06 2016-10 JUNE 2019) 3 years 4 month's worked with Shri Swami Samarth Shipping, Navi Mumbai As A Area Sales Manager. Company was the consignment agent of TATA steel and JSW for the movement of physical objects and vital information. Worked upon. Select suppliers and negotiate contracts for delivery of goods or services. Market research, requirements planning, makes or buys decisions, supplier management, ordering, and order controlling.</p>	

- **(AUGUST 01 2019-July 2022)** Working with **Nilkamal Ltd.**
- As a **Area Sales Executive Nagpur** covering **Districts Gondia, Chandrapur, Gadchilori and Bhandara**
- Handling 80% channel sales and some part of institutional sales
- Dealing with consumer Durable goods such as **Moulded Furniture, Read furniture and Mattress.** Building up the Primary, Secondary, Hotel industry market and focusing upon the Furnishing Channel partners and institutional sales.
- Dealer and distributor Network development
- Handling 3 Distributors, 10 Direct Dealers and 450 retailers.
- Primary and secondary sales.

(Nov 2022 Till April 2023) Working with **Aerocom Cushions Pvt. Ltd** as an **Area Sales Manager** Vidharbha Head Quarter..

- Handling channel sales.
- Currently mattress as product.
- Purely Furnishing Company where in all handling 5 Distributors (in which 3 added by me) and 16 Direct Dealers(in which 6 added by me).
- Primary and Secondary market and institutional sales.
- Handling team of 4 on roll employees.

(MAY 2023 TILL PRESENT) Working with **Nilkamal Limited.**

- As an **TERRITORY INCHARGE** of Molded furniture,Mattress and RF
- **HANDLING** Channel Partners of Gondia,Chandrapur, Bhandara and Gadchilori
- Institutional Sales
- Secondary dealer Mapping of all four districts.
- **(NOV 2024 TILL PRESENT)** Nilkamal Limited handling **Pune City.**

- 45 days Internship with **Videocon, Jaipur** from 1 February 2011 to 15 March 2011.Introduced and participated in the client satisfaction services of the company with existing as well as new clients and collecting information regarding the performance of the company's services and products, helping me in developing confidence by making direct contacts with respective clients..

- **60 days** Internship at **Pepsi Company**, Jaipur from 1 September to 31 October 2011.Introduced in the Promotion Department of Pepsi company, regarding the promotional offers and schemes of the products offered by the company. To make sure that Pepsi Co. is providing satisfaction to its clients and customers for the same.

- **10 days** project in India Bulls Housing Finance Limited, Jaipur and Inducted as a Management Trainee, learnt the processes of attracting customers to create business and converting them to the company's permanent clients. Also, helped in increasing my confidence by making direct calling to customers

Educational Qualifications		
Degree/Diploma	University/Board	Year
1. MBA	TAXILA BUSINESS SCHOOL, JAIPUR	2010-12
2. PGDBM	TAXILA BUSINESS SCHOOL, JAIPUR	2010-12
3. B.B.A	RTMNU UNIVERSITY	2007-10
4. H.S.C	G.S COLLEGE	2007
Type of experiences		
<ul style="list-style-type: none"> ➤ Live projects with PEPSI, MUTHOOH FINCORP & TATA STEEL 		
Professional Affiliations and Memberships		
<ul style="list-style-type: none"> ➤ Active member of the marketing committee. 		
Honours, Awards , Memberships and Positions held in the past		
<ul style="list-style-type: none"> ➤ Best Soccer Player at University Level ➤ Played for ONGC & Railways 		
Other Qualifications and Certifications		
Tally 7.2 (VAT)		A+
Certificate in computer applications and languages		A+
Personal Strengths & Profile		
<p><u>Personal Skills</u> : Attentive, Excellent communication skills, Understanding and Proficiency in computer</p> <p><u>Aptitudes</u>: Self-Motivated Goal oriented and gregarious nature.</p> <p><u>Personal values</u>: Trust, Sharing and be benevolent.</p>		

ASHISH KANOR

(Applicant)