

RESUME

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PARITOSH NAMDEVRAO MURASKAR

OBJECTIVE:

Intended to build a career with leading corporate with committed and dedicated people, which will help me to explore myself fully and realize my potential. Willing to work as a key player in challenging and creative environment.

ACADEMIC PROFILE:

- ❖ S.S.C. Passed in Maharashtra Board.
- ❖ H.S.C. Passed in Maharashtra Board.
- ❖ B.C.C.A. Passed from Nagpur University.

TECHNICAL QUALIFICATION

- ❖ MS-CIT. In Maharashtra Technical Board
- ❖ Complete Basic knowledge of computer of MS. Office.
- ❖ Typing in 40.W.P.M in English.
- ❖ Central Committee of Education and Technical Training, New Delhi.

EXPERIENCE

❖ Working as a Sr. Territory Sales In-charge in Garware Technical Fiber. for (Nagpur) From Jan 24....

It is a technical textile company and a industry leader in manufacturing's ropes, tarpaulins and nets

Handling products – SafetyBelts, LiftingBelts, Ropes, Sefetynets, Birdnet, Harness, and equipment.

Managing Areas – Nagpur, Amravati Akola.

Job Responsibility-Handling Chanel sales Appointing a new Distributers (Channel Partner) & Co. Ordinate with Distributer and Company also Business, B2B & B2C Sales.

Developed and maintained strong partnerships with key customers to drive consistent sales revenue.

Collaborated with major clients to ensure ongoing sales performance and revenue growth.

Nurtured and managed relationships with strategic customers to sustain a steady flow of sales revenue.

❖ Working as an Sr. Sales Officer in Berger Paints Ind. Ltd. (Nagpur)

It is a Paints and Construction Chemical Industries from Oct-2019 To Jan-2024

Job Responsibility-Handling Chanel sales Appointing a new Distributers (Channel Partner) & Co. Ordinate

with Distributer and Company also Business, B2B & B2C Sales.

- **Product Promotion:** Promote the features and benefits of Berger Paints' products to potential customers and increase brand awareness.
- **Customer Relationships:** Build and maintain strong relationships with existing customers, ensuring high levels of satisfaction and repeat business.
- **Customer Service:** Address customer inquiries, provide product information, and resolve any issues or complaints.
- **Market Research:** Conduct market research to identify trends, opportunities, and competitive activity in your territory.
- **Competitor Analysis:** Monitor competitor activities and strategies to identify potential threats and opportunities for Berger Paints.
- **Sales Plans:** Develop and implement sales strategies and plans to achieve sales goals and increase market share.
- **Promotional Activities:** Coordinate and execute promotional campaigns, events, and activities to boost sales and enhance brand visibility.
- **Team Support:** Collaborate with your sales team and provide support and guidance as needed.

☐ Worked as a Team Leader of Sales Executive in Bharti Airtel Limited, Nagpur
It is a Leading Telecommunication and Internet Provider Company from April.2016 to Sept-2019.
Job Responsibility-Handling All Sales Executive Team. Developed and implemented successful sales strategies to exceed monthly goals. Coached and mentored junior sales associates on sales techniques and customer service.
Performance Monitoring, Strategic Planning, Collaboration and Coordination, Compliance and Standards, Innovation and Improvement

PERSONAL DETAILS:

Date of Birth : 18 September.1993
Father's Name : Namdevrao S. Muraskar
Marital Status : Married
Nationality : Indian
Languages Known : Marathi, English, & Hindi.

DECLARATION

I HEREBY DECLARE THAT ALL INFORMATION GIVEN HERE ARE TRUE TO THE BEST OF MY KNOWLEDGE.

PLACE: - NAGPUR DATE: -

SIGNATURE

Paritosh Namdevrao Muraskar