

ANIL YADAV

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Subjective

Seeking a position in Sales & Marketing with an FMCG/Consumer Durable company with higher responsibilities and wider exposure and Position requiring innovative, challenging employment that will utilize my educational and professional skills and offer advancement opportunities

Snapshot

- 10 Year experience in Business Development & Sales.
- Excellent interpersonal and communication skills.
- A sales oriented professional focused on achieving targets.
- Ability to manage, motivate and mentor teams to achieve sales targets.
- Well versed with the Computer and Internet.

Work Experience

JOB RESPONSIBILITIES:

Purepure Natural Foods .Pvt.Ltd , as a Business Head.
October- 2023 To till time

- To handle the ROI
- To handle the manufacturing Unit
- To handle the sales channel with primary and secondary process
- To handle the sales team's
- Influencing and motivating distributors in achieving company goal..
- Visiting market according to PJP and making tie-up with them

SHOP KIRANA' Empowering Retailers Private limited; as a City lead
March 2022 to October 2023,

- To handle the sales channel with primary and secondary process
- To handle the sales team's
- To handle the ROI
- Visiting market according to PJP and making tie-up with them
- Influencing and motivating distributors in achieving company goal..
- To work with team member to solve the customer's problems if any comes in business.
- Develop relationship with customers and decision making in marketing.
- Distributor Appointment and drive the sales business with drive the different project
- 20, members team handling

PARLE AGRO PRIVATE LTD AS A GROWTH OFFICER (March 2020- March-2022)

- New outlet opening in market
- Taking order from retailers, merchandise the visi cooler & warm product.
- Management of the supply chain to ensure optimal inventory levels in Outlets.
- Distribution handling
- Visiting market according to PJP and making tie-up with them.
- Achieving targets for the assigned market by managing successfully and maintaining an effective retailer network.
- To handle the sales channel partners with primary and secondary process

HINDUSTAN UNILIVER LIMITED as a TEAM LEADER

JOB RESPONSIBILITIES:

- To handle the sales channel partners with secondary process
- 5 members team handling
- Visiting 6 areas according to PJP and making tie-up with them.
- Handle the secondary target and Achieve monthly targets
- Handle the new products launching in the territory

Academic Credentials

Degree / Diploma / Certification	University / Institute / Board
Bachelor of Arts	University of Allahabad , 2011
Intermediate	U.P. Board, 2008
Matriculation	U.P. Board, 2006

Personal Information

Father's Name : **Meva Lal Yadav**
Date of Birth : 01 January, 1992
Language Known : English & Hindi
Marital Status : **Married**

REFERENCES:

Mr.

Mob No.-

Declaration

I hereby declare that the information as I furnished above the best of my knowledge and belief.

Date:

Place: Allahabad

(Anil Yadav)