

Aniket Tripathi

HN 251 Vaibhav Lakshmi Nagar Indore
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Objective

Sales professional with 2+ years experience in lead generation and lead qualification, proven customer service, and communication skills to effectively fill the Sales Associate role in your company.

Experience

- Paytm Payments Bank** 22/01/2022 - 06/06/2023
Sales Executive
Responsible for planning & scheduling market visits for lead generation .
Meeting sales targets of multiple payments solutions such as QR code, Sound Box, EDC/card swipe. machine, point of sales software, insurance and other financial products .
Deployment of products and articulation of benefits & best practices at client locations.
Ensuring customer satisfaction leading to higher sales conversions and retention.
Gathering consistent feedback from market for existing offerings and insights on competitor moves as feedback for product enhancements .
- Dabur India Ltd** 06/01/2024 - Current
SSM
Ensuring Stock Availability in MT stores (attached to a DC) within the designated geography:
Work with the local store representatives to ensure efficient order booking to the DC
Sales from MT stores (attached to a DC) within the designated geography:
Work with the local store representatives to ensure achievement of sales and TOT objectives by category
Ensure efficient implementation of all identified components of the TOT
Visibility Inputs (Share of Facing, Merchandising Collateral etc)
Other BTL inputs (schemes and promotions, exclusive store related spends etc)
TOT Validation
Validate TOT related claims prepared by the stores and consolidated at the DC as per standard process
Liaise with the TM to ensure accurate claim reporting at the DC
Merchandising and Visibility:
Work with the customer representatives to ensure efficient Merchandising in the stores

Education

- Malwa Institute Of Science And Technology** 2024
MBA
65%
- Malwa Institute Of Science And Technology** 2020
BBA
66%

Skills

- Sales
- Business Development

- Team work
- Time Management
- Building Relationship With Client
- Problem Solving
- Product Knowledge

Languages

- Hindi
- English

Personal Details

- Date of Birth : 10/11/1998
- Marital Status : Single
- Nationality : Indian
- Gender : Male
- Place : Indore