

RESUME

ROHAN KUMAR SHAW

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CAREER OBJECTIVE:

- It's my desire to work with a company/ Organization that can help me to grow professionally as well as on personal front. I wish to work in a competitive environment, and to give a continuous better performance.
- To gain knowledge and experience, where I will get a chance to play a vital role in the company.

ACADEMIC QUALIFICATION:

- 2016-2019
B.A. in Economics Honours (Utkal University)
CUTTACK COLLEGE, Nayabazar, Cuttack.
- 2013-2015
12th (C.H.S.E, Odisha)
J.K.B.K Government College, Cuttack.
- 2013
10th (H. S. C, Odisha)
SARASWATI VIDYA MANDIR, College Square, Cuttack.

EXTRA QUALIFICATION:

- PGDCA from SAI INSTITUTE OF INFORMATION TECHNOLOGY
- Basic Computer Operation

WORK EXPERIENCE:

- 3 Year (June 2018 to October 2021) worked as an **ISR** in **Dharampal Satyapal Ltd** in Cuttack (HQ), Odisha.
- From January 2022 to still continue working as a **Sales Officer** in **Dharampal Satyapal Ltd** in Cuttack (HQ), Odisha.

JOB DESCRIPTION:

- Looking the general trade sales, taking responsibility of both secondary and super stockist primary sales of my territory.
- Managed and achieved target smoothly of all distributors in my territory.
- Key retail and merchandising development and responsible for achievement of specified target.
- Daily visiting minimum 40 retail outlets according to the beat plan with the DSR all A,B,C,D class outlet and communicate product features, schemes, placement of focus product brand and BTL activities and increase in ASPC, LSPC, TC & PC.
- Analysis Range sale of all SKU & analysis of other competitor company product.
- Follow up DSR report on daily basis and bonding relationship with Sub-Distributor, Retailer, wholesaler and also daily reporting to ASM about the daily activity.

AREA KNOWLEDGE:

- Cuttack, Jagatsinghpur, Kendrapara, Bhubaneswar, Khordha, Balasore, Angul, Dhenkanal, Brahmapur.

INTERESTS:

- Reading books
- Listening music
- Playing cricket
- Internet Surfing

PERSONAL PROFILE:

Father's Name : Lavkush Shaw
Mother's Name : Radhika Shaw
Date of Birth : 21st October, 1997
Nationality : Indian
Marital Status : Single
Communtability : English, Hindi & Odia

STRENGTHS:

Interpersonal Skills, Leadership quality, Quick Learner, Communication Skills.

DECLARATION:

I hereby declare that the aforesaid information is true to the best of my knowledge and belief.

Date :

Place :

(Rohan Kumar Shaw)