



DNYANESHWAR DHAMAL

BUSINESS DISTRIBUTION PARTNER

PROFILE

Experienced Key Account Executive and Business Distribution Partner with a proven record of driving business growth and exceeding sales targets. Skilled in team leadership, market analysis, and strategic planning, leading to increased sales. Expertise in customer relationship management and developing effective sales strategies that expand the customer base. Excel in building infrastructure, implementing sales plans, and managing distribution systems to boost operational efficiency. Known for delivering exceptional service and fostering long-term business relationships, resulting in measurable outcomes. Seeking opportunities to leverage my skills in a dynamic organization.

WORK EXPERIENCE

Hindustan Unilever Limited Business Distribution Partner

APRIL 2023 TO 2024- PRESENT

(Sales, Marketing, Distribution & Promotion)

- Established infrastructure and optimized logistics to enhance efficiency, reduce costs, and boost profitability.
- Led and developed high-performing distribution teams, providing coaching for exceptional customer service and product knowledge.
- Implemented strategies that drove significant sales growth, market penetration, and business goals.
- Analyzed market trends to identify opportunities and develop targeted, effective strategies.
- Motivated sales teams to exceed targets, consistently driving high performance.
- Managed strategic partnerships and built strong customer relationships to foster long-term business growth and improve customer retention.

ElasticRun

JUNE 2022 TO SEP 2023

Business Distribution Partner

(Sales, Marketing, & Distribution)

- Managed strategic partnerships and built strong customer relationships to drive business growth and improve retention.
- Executed analyses and implemented initiatives to optimize performance and enhance decision-making.
- Led distribution operations for efficient delivery and collaborated with sales teams to achieve targets.
- Delivered exceptional service, strengthening cross-functional relationships and boosting overall business performance.
- Developed and executed strategic work plans to identify growth opportunities, streamline operations, and maximize profitability.

CONTACT

- 9909983379
- dnyanesh.dhamal9@gmail.com
- Pune

EDUCATION

- Master of Business Management Pursuing | MIT
- Bachelor of Arts
Pune University
- Higher Secondary Certificate (HSC) | Pune Board
- Secondary School Certificate (SSC) | Pune Board

SKILLS

- Leadership and Team Management
- Sales Strategy and Planning
- Effective communication and presentation
- Distribution management and strategy
- Collaboration and Teamwork
- Sales Coaching and Training
- Learning and Development
- Capability building
- Collaborative problem solving
- Adaptability and Resilience
- Cross-Functional Collaboration
- Conflict Resolution and Negotiation
- Employee Retention and Development
- Problem-Solving and Decision-Making
- Customer Retention and Upselling

Hindustan Unilever Limited <u>Key Account Executive</u> (Sales, Marketing, Distribution & Promotion)	JAN 2017 TO JUNE 2022
<ul style="list-style-type: none">• Developed and executed sales plans, optimizing strategies based on market trends and opportunities to achieve business objectives.• Led, trained, and mentored sales teams, driving peak performance and consistently exceeding targets.• Fostered a collaborative, innovative work environment focused on accountability and open communication.• Implemented strategies to expand market reach and accelerate sales growth.• Analyzed sales data to identify trends and areas for improvement, providing actionable insights.• Managed distribution networks, appointed new distributors, and cultivated strong customer relationships to boost sales and support growth.	
Hindustan Unilever Limited <u>Activation Executive</u> (Sales, Marketing, Distribution & Promotion)	JUNE 2015 TO JAN 2017
<ul style="list-style-type: none">• Monitored channel management and merchandising to boost sales, enhance brand visibility, and improve customer experience using market trends.• Analyzed sales performance and customer data to identify growth opportunities, emerging trends, and expand the channel base.• Implemented data-driven strategies to optimize sales team productivity and performance management.• Developed and executed channel branding strategies to increase store presence and visibility, aligning with consumer behavior insights.• Formulated strategies to increase channel penetration and optimize distribution for better business outcomes.	
Hindustan Unilever Limited <u>Territory Sales Officer</u> (Sales, Marketing, Distribution & Promotion)	FEB 2010 TO JUNE 2015
<ul style="list-style-type: none">• Developed and implemented innovative sales strategies aligned with company objectives to deliver exceptional results.• Managed primary and secondary sales objectives, driving target attainment through effective distribution strategies.• Analyzed sales and market data to identify trends and opportunities, expanding the customer base.• Collaborated with sales teams to achieve targets and enhance overall performance while directing and inspiring team efforts.• Appointed new distributors, managed distribution infrastructure, and cultivated strong customer relationships to boost sales.• Implemented channel and category planning to increase distribution width and enhance market presence.• Utilized value-weighted distribution strategies to drive sustainable growth and optimize resource allocation	

LANGUAGES

- English
- Hindi
- Marathi
- Gujrathi (Basic)

PERSONAL PROFILE

- Date of Birth : 26/11/1980
- Nationality : Indian
- Sex : Male

HOBBIES

- Public Speaking
- Volunteering
- Traveling
- Learning
- Reading
- Social working

Ozone Ayurvedics JUNE 2009 TO JAN 2010

Territory Sales Officer

(Sales, Marketing, Distribution & Promotion)

- Collaborated with the sales team to drive territorial growth and meet company objectives.
- Developed and executed sales and distribution plans to achieve business targets.
- Appointed new distributors and built infrastructure to enhance sales execution.
- Recruited, trained, and developed team members to maximize performance.
- Managed and optimized primary and secondary sales systems, aligning with company goals and improving overall performance.

Bajaj Consumer Care Limited JUNE 2007 TO JUNE 2009

Territory Sales Incharge

(Sales, Marketing, Distribution & Promotion)

- Developed and implemented sales strategies to achieve both primary and secondary sales goals.
- Set and consistently met company-defined sales objectives.
- Trained new employees in customer service and sales techniques to enhance team effectiveness.
- Applied analytical skills to create solutions for complex issues while managing the distribution network and sales team efficiently.
- Cultivated and maintained strong relationships with trade partners and distributors to boost customer management and enhance market position.

Cavin Care Private Limited JUNE 2006 TO JUNE 2007

Sales Representative

(Sales, Marketing, Distribution & Promotion)

- Drove secondary sales growth, exceeding targets and expanding customer base
- Identified and pursued new business opportunities to fuel growth
- Achieved consistent sales success, contributing to overall business expansion
- Collaborated with distributors to drive sales and market penetration
- Provide market feedback and detailed reports to senior management